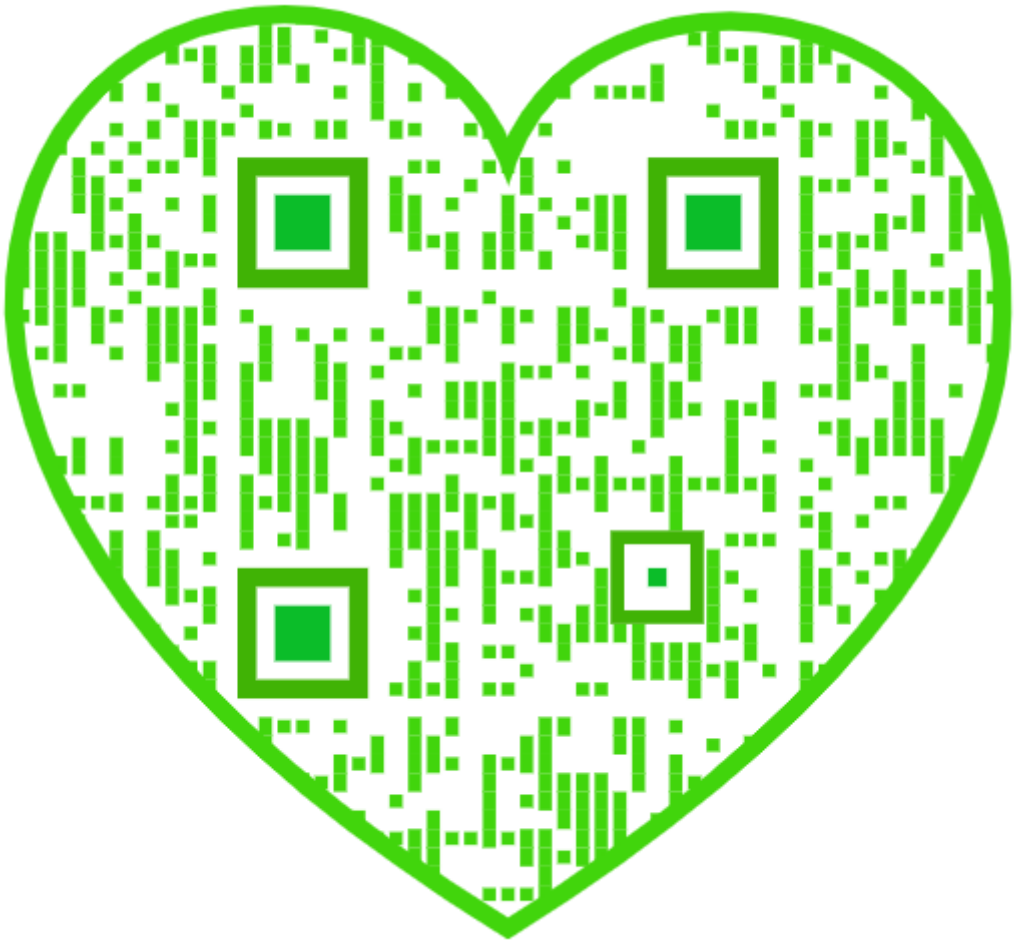

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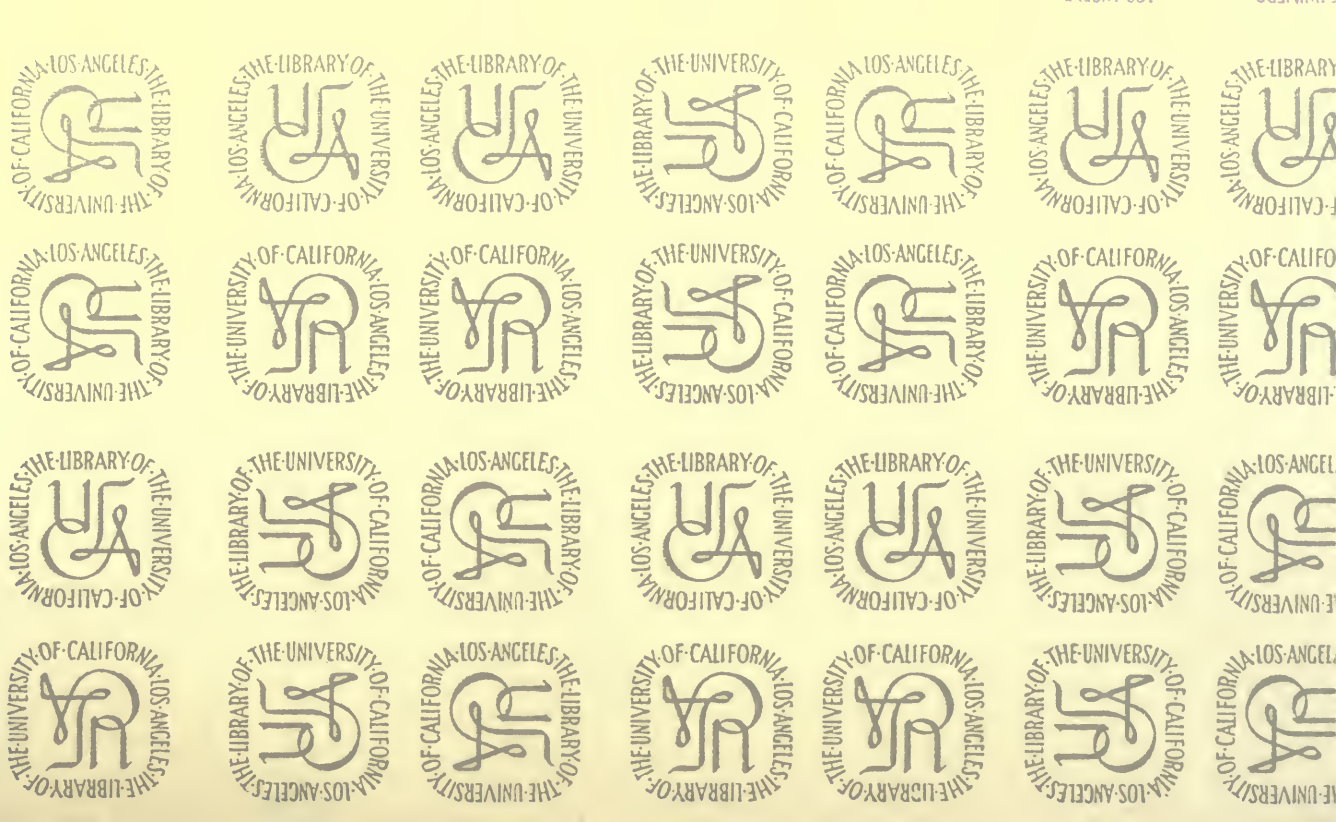
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GREGG
SPEED PRACTICE

BY

JOHN ROBERT GREGG

B. O. BAKER
LAWYER
DALLAS, TEXAS

The Gregg Publishing Company
New York Chicago San Francisco

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by
JOHN R. GREGG

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PREFACE

THE period of transition from theory to practice in the study of shorthand is usually a trying one for both student and teacher. Many dictation books have been devised and published to meet the demand for something to bridge over this period, but nothing has yet appeared which has given anything like general satisfaction.

Most of the dictation books are without any educational plan, being mere compilations of business correspondence, abounding in faulty construction and violating all the rules of punctuation and "style." They plunge the student headlong into new matter before he has acquired facility or confidence in the application of the principles of word or phrase building—and the result is discouragement for the student and dissatisfaction for the teacher. In some instances these books have a shorthand vocabulary of words and phrases selected without regard to the peculiar requirements of each system, and they are therefore wholly inadequate.

As "quality, not quantity," has been a guiding principle with us in the production of textbooks, we have delayed adding to the numerous dictation books already in existence until we had something with a distinctly educational plan. GREGG SPEED PRACTICE is the outcome of close observation and experience in teaching advanced shorthand work; and we believe that it will greatly facilitate the acquirement of practical efficiency in shorthand writing.

THE "PRINCIPLE LETTERS"

In the transition from the theory of shorthand to actual practice, the first step is to train the student to apply

the advanced principles promptly and unhesitatingly to new and unfamiliar words. This can best be accomplished by drilling on connected matter containing words in which these principles occur in rapid succession. Repetition practice on such exercises will impress the principles firmly on the student's mind and give him facility in using them.

The acquisition of facility in applying the advanced principles by dictation practice from miscellaneous matter is a slow and doubtful one. Concentration on one principle at a time insures absolute mastery of each principle. Many words containing the advanced principles are not of frequent occurrence, and therefore these principles are often forgotten or hesitatingly remembered and applied when such words do occur. By special drill on the principles at the beginning in interesting connected matter, the student acquires a ready command of them.

With this idea in mind, the first section of GREGG SPEED PRACTICE contains a series of letters which have been concocted for the purpose of drilling the student in the application of the rules. These letters are not always models of business correspondence and necessarily cannot be of that character, as each letter is intended to compress into the smallest possible space many words illustrating the particular principle or rule on which practice is being given. Sometimes the very oddity of the language used will help students to remember word forms distinctly, just as one remembers the number of days in the month by the familiar jingle of childhood.

From personal trial of these letters in the classroom, we know that this concentrated practice on advanced principles is productive of excellent results.

THE "PHRASE LETTERS"

This is the first step in the transition period—the training of the students to apply the principles promptly in new and unusual words. In our judgment, the next step should be to establish the *habit* of phrase writing at the very beginning of speed practice by drilling on the simple, everyday phrases used in all kinds of stenographic work, but especially in business correspondence. If the student is permitted to proceed with miscellaneous dictation practice at this stage, it is inevitable that—in the effort "to get it down somehow"—he will form the habit of writing words separately. If that habit is acquired in the beginning of speed practice, his progress afterwards will be greatly retarded.

If an attempt is made to master phrase writing by practice on separate phrases, the work is monotonous and the result disappointing. When given in the form of letters, it is easy to maintain interest in the subject and to secure satisfactory results. The student, through repetition practice, acquires the habit of joining all the common phrases in an easy, effortless way, and, furthermore, learns the correct principles of phrase building in its broader aspects. It has been our custom to drill students on a series of letters composed with the object of bringing into use the phrases of frequent occurrence in business correspondence; and these letters are given in the next section of GREGG SPEED PRACTICE. They are written in shorthand in order that the student, having a good model to follow, may acquire neatness, accuracy, and fluency in writing. A certain number of letters should be assigned to the students to read back in class and to be written from dictation afterwards. This may be supplemented at the discretion of the teacher, by the copying of the short-hand plates.

If the student has thoroughly and systematically drilled on

the "Principle Letters" and the "Phrase Letters," he will have little difficulty in dealing with the miscellaneous graded dictation matter which forms the next section of the book.

ADVANCED PRACTICE

Having thus been familiarized with the word-building and phrase-building principles, the student is ready for the next step—practice on new matter. This section of the book contains carefully selected and graded correspondence in many different lines of business. The special features of this section are:

1. Names and addresses are given for the purpose of developing facility in dealing with them—a very important factor in training students for actual work, which is neglected in most dictation books.

2. The words of each letter are counted in sections of twenty-five words, with the total number, exclusive of the address, given at the end of the letter. This will be found useful in giving dictation at a given rate of speed.

3. The new, difficult or technical words and phrases are illustrated by shorthand notes in the left-hand margin. This plan of marginal notes permits of more copious illustration than any book hitherto published, while it permits reference to the shorthand outline without loss of time.

4. Repetition practice is fully utilized. The outlines for difficult or peculiar words, or for phrases which should have plenty of repetition practice, are sometimes given over and over again. We state this explicitly because some dictation books make a merit of not repeating outlines. In our judgment some shorthand forms cannot be repeated too often to impress them upon the memory of the student and give him facility in writing them.

5. Some forms are given which will familiarize the student with terms used in law work. As law work is a special branch of stenographic work, we intend to publish, in the course of a few months, a handbook on court reporting, containing outlines for law terms and court reporting phrases, supplemented by plates of actual testimony.

SHORTHAND PLATES

At the end of the book are given a number of plates in shorthand for combined reading and writing practice. Most of the matter is selected with a view to being helpful and encouraging to shorthand students and stenographers.

ACKNOWLEDGMENTS

We tender our sincere thanks to the teachers who have contributed much of the material used in this book. In particular we desire to express our appreciation of the help given by Mr. Rupert P. SoRelle in collecting the material and furnishing most of the "Principle Letters;" to Mr. Raymond P. Kelley for assisting in editing and preparing the book for publication; and to Miss Pearl A. Power for the remarkably artistic manner in which she has prepared the shorthand plates from our pencil outlines—a feature of the book, which we feel sure, will be as gratifying to teachers as it is to us.

IN CONCLUSION

GREGG SPEED PRACTICE has been prepared to meet an urgent demand for a complete, practical and authoritative textbook for advanced work. We sincerely hope that it will fulfill its mission and meet with a cordial reception from all teachers of Gregg Shorthand.

THE GREGG PUBLISHING COMPANY.

CHICAGO, January, 1907.

Principle Series

1

Paragraphs 70, 71, 72

Miss Louise Julian,
Genoa Falls, Missouri.

Dear Friend:

Your welcome letter was received on Hallowe'en; but I have been so busy in my studio that I have not had time to[25] write even to Leroy.

You will be surprised to learn that Dr. Tobias has diagnosed Elias' complaint as overwork and has ordered him to take[50] a trip and a long rest. He and Miriam will first visit Niagara Falls and then sail for Europe. They will go to Russia if[75] the riots do not create too much disturbance. When they return Lyon expects to remove to Lariat, Wyoming, where he will work on his "Diary[100] of a Man of Science."

Your friend, (107)

2

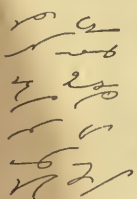
Paragraph 89

Messrs. Armour & Swift,
Chicago, Ill.

Gentlemen:

We are in receipt of your letter of the 9th inst. There is nothing to do in the matter today; but will advise you[25] in due course of time, perhaps tomorrow, of contemplated further action. We are trying to draw up plans to meet your wishes and to make[50] them complete in every detail. We do not wish to miss any point that will add to their effectiveness.

We want to know what to[75] do about the doors. Do we understand you to mean that the factory

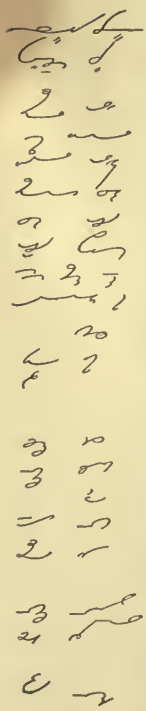


is to make them of oak? We presume this will be settled[100] in due time, but we would like to be informed in regard to the matter as soon as possible. If you will send a letter[125] to me direct to my office at any time, it will have prompt attention. All my time is pretty well taken now, however, and in[150] fact for the time being I am compelled to do over time.

Very truly yours, (165)

3

7th Lesson



Messrs. Gaylord & Beaman,
Brunswick, Ga.

Gentlemen:

We have your letter regarding the Johnson matter. You have a copy of our letter and also of their letter regarding the subject of[25] where these stocks were at work, and if you will look over our answers to your acceptance, which you seemed to resent, we do not[50] believe you will rescind your order. If as you say such an abrogation of the contract affects their interests so much, and will result in[75] their ultimate fall, we would not favor following this kind of policy, not caring to follow such a plan except in an extremity. This, however,[100] is for you to decide fully.

The most that we can say now is that we must protect ourselves in the usual way. We do[125] not wish or desire to affect a superior air or to enter into any other than a fair treatment of the case. In this we[150] feel that you do not differ. Those who do not thus look at these things today are sure to see them in this way in[175] the days to come. We are sure they would not like us to look at it in any other light.

What we have spent (enclosed[200] statement

herewith) has opened the eyes of their men; and any man who is fair minded would expect nothing more than we have done.

It[225] was not difficult to discover the defects in their arguments. For the time being we are willing to let the matter stand, but we realize[250] that now is the time to adjust the affair for all time. I have referred the matter to Mr. Osborn, who represents their side; and[275] both he and I are agreed on what reply to make at the final settlement.

We feel that we also owe you something and wish[300] that before anything further is done you would inform us as to what action you expect to take; also then say what was done about[325] the stock.

Very truly yours, (330)

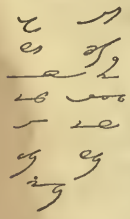
4

Paragraphs 95, 96

Mr. W. X. Morgan,
Boston, Mass.

Dear Sir:

I have your letter of the 9th inst. wherein you report the indifference of the director of your section. I have before heard[25] statements to the same effect; nobody, however, has brought up just these facts whereon you base your complaint. Some one reported once before his neglect[50] of the correspondence, whereupon he was advised that that sort of thing could not be permitted, and told that he must forthwith eliminate such complaints.[75] Thereupon he replied, denying the charge, and saying that if we intended to accept everybody's statements thereon as truth he would, notwithstanding his contract, resign[100] his position, and leave us to look elsewhere for a director. Thereafter, nevertheless, we ceased to receive simi-



lar reports, and therefore decided to retain him[125] in our service, whereas we had before thought of dropping him. Meanwhile, every one somehow seems to feel that our leniency therein was too great.[150] Somewhere he is sure to meet with more harsh treatment, whatsoever may be his plans, wheresoever he may be, or to whomsoever he may apply.

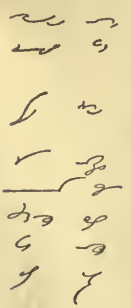
Yours truly, (175)

5

Paragraphs 95, 96

Messrs. Foley & Bardley,
Sioux City, Iowa.

Gentlemen:



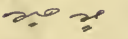
The complaint of your collector, enclosed, somewhat alters the aspect of his case; and as his contract with us expires the first of June, we[25] should wish to be beforehand in selecting his successor. May we ask you to call upon us sometime when you are in this city? In[50] the meantime we shall make every attempt to ascertain the true facts of the case. Hereafter we shall make personal inquiries before choosing any one[75] for this position, whatever may be the opinion of the rest of the republic.

Hoping to hear from you whenever you are in this part[100] of the country, I am

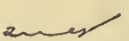
Yours very truly, (108)

6

Paragraphs 99, 100



Messrs. Cartwright & Curtis,
Portland, Me.



Gentlemen:

We are in receipt of your letter of recent date. We wish to reply to your letter fully, as well as

to put you[25] in possession of other details in which we hope to have you become interested. We wish further to say that to ship the goods to[50] firms to which you refer, and to reach them in time to receive acknowledgment by the date mentioned by you, it will be necessary to[75] have further shipping instructions. We expect to be able to please them and to see an increase in our business resulting therefrom.

We believe that[100] to favor them in these few instances will be to our advantage, and I see nothing to regret in our former actions of this kind.[125] To be successful in this business it is necessary to become thoroughly imbued with the importance of the work, to look forward to it, to[150] believe in its future possibilities, and to let nothing stand in the way of its accomplishment. To have been connected with such a concern is[175] as good as an education and productive of results as great as could be wished for.

We wish to refer these points to the consideration[200] of as many as we can, and will continue to propound this theory as long as there is as much as there is in it[225] now.

Yours truly, (228)

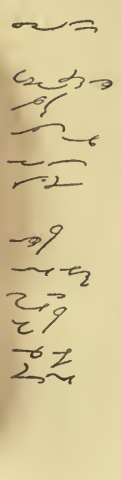
7

Paragraph 102

Messrs. W. U. Arlington & Co.,
Fitchburg, Mass.

Gentlemen:

Your favor of the 30th ult. is at hand. In regard to the inquiries on the part of your firm touching the character of[25] the occupants of the new building at Oak and Main streets, I would say that the efforts of the agent dispatched for duty in that[50] district have as yet failed to elicit any definite information which might be used as



grounds for the annulment of the contract in question. As[75] far as my personal knowledge of the facts of the case is concerned there seems to be no room for doubt of the business integrity[100] of the lessee, nor of the good standing of the firm to whom the offices are sub-leased. In view of the fact that the[125] inquiries of the agent are bound to achieve more definite results in the course of the next week or so, I would advise that the[150] completion of the new contracts be hung up until the report of the agent is submitted, this being a matter of the near future.

Trusting[175] to hear further from you of the course you decide to adopt, I am

Yours very truly, (192)

8

Paragraphs 101-106

Messrs. McCarthy & Kauffman,
Chicago, Ill.

Gentlemen:

Your letter of the 15th relative to the Union Co. at hand. It has been said month after month that what has been done[25] we have been largely responsible for. You have been aware of this from the beginning, so that there has been no attempt at deception on our[50] part. They have been notified of the course of affairs from day to day, and from time to time, which has been as much[75] as we agreed to do.

We are unable to say much in reference to the matter of appointments for service, and would be glad to see[100] you in regard to the matter at an early date. In respect to the causes for the recent complaints we have had week after week,[125] we do not believe that some of them are based

on facts. For some time past, and for the first time in our experience, we[150] have suspected one of our men of giving information to the Union Company. We have gone about getting the information regarding his action in such[175] a way as to avoid suspicion on his part.

We are at a loss to understand why in the world he would take such risks,[200] aside from the moral aspect of the case, for he was one of the most trusted[225] of our employees, and one of the best workmen we have ever had. We understand he is hand in hand with the son-in-law[250] of the president of the Union Company—that is to say, they have been more or less intimate in a way.

We speak of these[275] matters because we feel that you ought to receive full information on the question from day to day. I would like to know what you[300] would do in such a case. Of course it is out of the question to take action until we know where we stand. This[325] we shall know today or tomorrow.

Will you please say when you can take up the insurance matter again?

Very truly yours, (347)

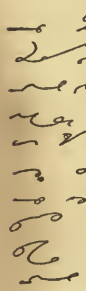
9

Paragraph 107

Messrs. Bellefield & Zartman,
Cincinnati, Ohio.

Gentlemen:

Referring to your letter of recent date, would say I do not know that anything we may now say could change your opinion. I[25] do not regard the operations of the Western Company as in any way inimical to our best interests. I have talked with some of their[50] directors; and they do not



think their method of doing business will affect the validity of the contract we have with them in the least,[75] — in fact, they do not regard it in any other light than as an aid to our plans.

Of course, we should like to have[100] you consider the matter further before giving your final answer, merely as a courtesy to these gentlemen, but I do not care which way you[125] decide. I do not believe it will affect our standing in the least.

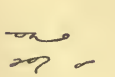
Very truly yours, (141)

10

Paragraph 108

Mr. E. C. Bennington,
Louisville, Ky.

My dear Sir:



In answer to your letter of the 11th, we take pleasure in making herewith a short transcript of the testimony you wish[25] in the Carter case.

Q. Do you know the plaintiff? A. I don't think I have ever seen him before.

Q. You do not know[50] him, then? A. No, sir, I do not believe I do.

Q. You don't think you have ever seen him before? A. I don't say that[75] I have never seen him before; I merely state that I do not believe I have ever seen him before.

Q. You do not[100] care to go on record, then, as being positive one way or another? A. I do not.

We believe these questions and answers are what[125] you wanted—the part that shows fully the use of the "do not" and "don't" phrasing principle.

Very truly yours, (145)

11

Ninth Lesson

Messrs. Parnell & Leonard,
Barnhart City, Texas.

Gentlemen:

I am surprised at the harsh complaint you make against the Pioneer Armored Tar Roofing, as the report I received recently asserts that the[25] job done on your barn was much admired. I can only affirm that it would be harder and dearer to remedy the defect by repairing[50] the roof than it would be to put on a new surface.

Your card regarding the charts and the number of "Stars" on hand received.[75] The charge on our invoice for Banner Brand tires was for cartage; and Mr. Pollard asserts such charges cannot be avoided. Please remit soon.

Yours very truly, (102)

12

Ninth Lesson

Col. Edward Martin,
Packard, Alabama.

My dear Colonel:

In answer to your letter requesting the surname of the deserter, I wish to say that the preacher referred to, the local[25] Episcopal minister, says that the name he heard was Tabbard.

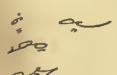
At the public ward meeting the warning of the old soldiers to avoid the use[50] of cartridges against the miners in the field, which would mean war, was received with cheers. It was late before the chairman would admit the[75] motion to adjourn to the adjoining hall.

Trusting this gives you the information you wanted, I remain

Very cordially yours, (95)

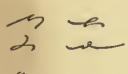
13

Tenth Lesson



Mr. Hugh Arnold,
Steinway Block,
Antwerp, Mass.

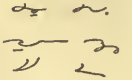
Dear Sir:



The discussion of the History Club last week brought out the fact that the royal family though held in awe by the people[25] received their petitions with such apathy that this method of appeal was soon dropped.

However, it is queer how the writings of many authors totally[50] disagree as to the degree of woe caused by the misguided awards of the High Commission. Yet a number of them readily advocate the view[75] that the equity of many things depended upon the whim of the sanguine king and the securing of a quorum by the commission, and that[100] consequently the decisions were always found to be sunk in doubt.

The following is a pithy quotation from the works of Edwin Hay: "The last[125] speech of the fallen leader ended with these words: 'Ye who put your trust in princes, instead of swearing allegiance to the reigning twin should[150] pause awhile and look ahead. Can he be trusted? Ah, no! In the whole radius of his interests you have no place. Yea, he will[175] even turn from you in your need.'"

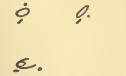


I hope to have your views on this point at the next meeting.

Cordially yours, (97)

14

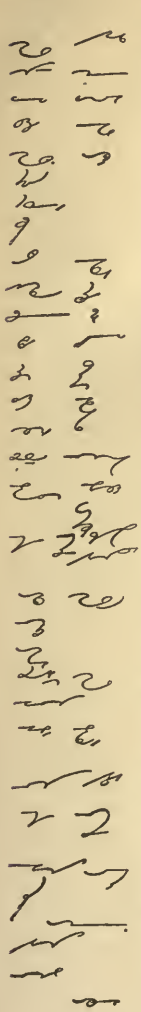
Paragraphs 141, 144, 145



Mr. E. Y. Equerry,
Providence, R. I.

Dear Sir:

Your communication containing letter of com-

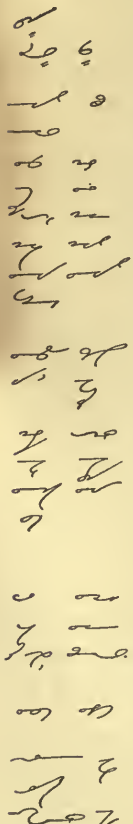


plaint duly received and contents noted. These complaints are now entirely too common — of almost daily occurrence. We[25] endeavored at the outset to impress you with the importance of complying with any reasonable requests of this sort; and thus forewarned you should have[50] been forearmed. It is quite possible that this last complaint is an exaggeration and not made in an entirely impartial spirit, yet allow us to[75] counsel you to have the foresight to examine into every detail of it, exhaust every possible means, and exert yourself to the utmost to avert[100] the subsequent disagreeable after-effect which has heretofore been inseparably connected with other similar complaints.

We are aware that some people have an unconquerable and inexplicable[125] desire, inexcusable as it is, to make complaints on the slightest provocation, unfortunate and unforeseen as it may be. Of course we always discountenance these[150] and try to reconcile the complainant to the fact that even in the best regulated systems errors unconsciously creep in, and that their only recompense[175] is a philosophical frame of mind and a complete elimination of the spirit of non-content. With the uninitiated and inexperienced it is not always[200] easy to deal, and while in these cases we may remain uncondemned, yet the dissatisfaction is unfortunate and inconvenient.

While of course we do not[225] attribute all these complaints to your misconduct, we wish to re-enforce what we have said about extreme vigilance on your part, by recommending[250] that you discontinue any practices which might furnish incontestable grounds for non-conformity to our requirements.

Yours truly, (265)



15

Paragraph 143

Mr. A. B. Howard,
Philadelphia, Pa.

Dear Sir:

Your very modest request received. Aside from the moral aspects of the case, I think you have an innate, and, I might say,[25] unnecessary inclination to investigate the inner workings of the unknown and unknowable. I cannot, of course, allow your wishes to go unnoticed, but it would[50] require a most immoderate, if not immodest, presumption on my part to seek the information through the channel you suggest, immaterial as it may be[75] to you. I must say that your audacity in making such unprofessional and far from moderate requirements has almost unnerved me. I recognize that you[100] do not acknowledge the word impossible, that you are imbued with an immutable purpose and an inordinate desire to accomplish your ends; but there are[125] limits in this direction beyond which it is not safe to go.

No doubt you have already become inured to rebuffs, and have acquired an[150] enormous capacity for assimilating hard knocks; still, I shall make my protest, for I think that inaction or lack of initiative in launching a protest[175]—especially in such urgent cases—is almost criminal. All this to prepare you for my decision—which is reducible to one uncompromising, unchangeable word—no.

Yours very truly, (202)

16

Twelfth Lesson

Mr. C. D. Gibson,
New York City.

Dear Sir:

Your letter regarding Mr. Smith received. He

contrived through his intercourse with ultra-fashionable people to acquire extremely extravagant tastes, entertaining without[25] restraint, and indulging in intrigue, making no effort to retrench his expenditures, often finding himself in a position from which it was difficult to extricate[50] himself. It was but inevitable that such extravagance would sooner or later destroy credit and rapidly deteriorate the most ample fortune. I have often interposed[75] objections; but this intrepid and unintellectual young man, contrary in disposition and unalterable in his ideas, has pursued his retrograde movement uncontrolled and unceasingly until[100] his fortune is now practically exterminated.

Retribution ever employs swift means. He seemed determined from the beginning to distribute his money in the most profligate[125] manner. Even now he is not of contrite spirit, maintaining an air of impudent carelessness. Early in his career he enlisted my interest and won[150] his way somewhat into my confidence which he abused; but I hope that nothing I have said will be construed as vindictive. If so I[175] am willing either to extirpate such sentences or retract them altogether; but of this I am sure—none of my statements can be controverted.

Very truly yours, (202)

17

Paragraphs 157, 158, 159

Mr. G. H. Hermine,
Chicago, Ill.

Dear Sir:

Yours of even date received. I perceive that you still have much untransacted business on hand — in fact, have done comparatively little.

Owing[25] to your eccentric business methods, unconcentrative mind and an insuppressible tendency towards delay, we have suffered unparalleled losses in your territory. Of course, you understand[50] we are naturally not entirely unselfish in our desire for your success, or wholly disinterested in your business there. While it is for your own[75] self-interest that we mention these things — and we could not be misunderstood as to motive under any circumstances — still you realize that our success[100] there and your work are interdependent.

Wishing you greater success in the future, we remain

Yours truly, (117)

18

Paragraphs 157, 158, 159

Messrs. H. B. Newman & Co.,
Detroit, Mich.

Gentlemen:

We are under the impression that if you would alter the method of your operations, enter into the work with enthusiasm, and give extra discounts,[25] if necessary, to secure the business of the larger consumers, you would have no difficulty in rounding up a large business in a short time.[50] Your last letter is full of self-contradiction, and shows a lack of self-control.

We hope that now, if you have your self-interest[75] at heart, you will take hold of your work there with a firm purpose; and we also hope you understand that while we do not[100] wish to alter our business relations at present, under our contract we can do so unless more strenuous action on your part becomes apparent.

Very truly yours, (127)

19

Thirteenth Lesson

Messrs. E. F. Oliver & Sons,
St. Louis, Mo.

Gentlemen:

We have no desire to antagonize your policy in the least. We understand your superb plan to be the very antithesis of the antiquated[25] methods pursued by the Transcontinental, the Central, and other electric lines in the transfer of freight on parallel and circuitous lines, and believe that yours[50] will eventually supersede all others.

The point we wish to make is this: certain goods are now being transmitted by them free of transit charges;[75] and we think it is of paramount importance that we decline to submit to such transcendent and self-evident injustice. We can not afford to postpone[100] action until our business is paralyzed before appealing to the Supreme Court and thus suppressing this short-sighted policy. The effect of their action is[125] to undercharge some and overcharge others; and we believe that we do not overstate the case when we say that such overt acts[150] are unparalleled in the history of transportation. We must anticipate their movements and do something to circumvent or overpower this hydra-headed monopoly, else it[175] will shortly crush us underneath its weight.

Yours very truly, (182)

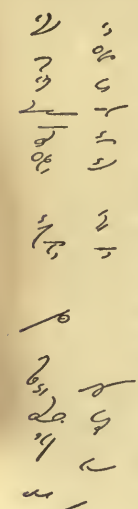
20

Thirteenth Lesson

Mr. George Frost,
Adrian, Mich.

My dear George:

The writer received yesterday a call from the general solicitor of the Transcontinental Company, who with superb self-confidence began to



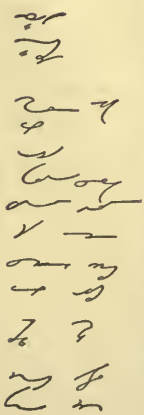
circumvent our plan for the routing of Bailey's circus company. You[25] know, of course, my antipathy to this self-sufficient person, and that we could not for a moment entertain their policy, the importance of which[50] he greatly magnifies. I suspect, however, that he anticipated that I would soon suspend attention, so he — ever susceptible to broad hints — quickly transferred his[75] conversation to a multiplicity of other topics in which I showed no interest whatever. Of course these are matters of minor importance. The question for[100] us to decide is what action to take to avoid suspicion, and which, at the same time, will speedily bring them to task for violating[125] professional ethics.

As to the matter of extra postage, I have taken the matter up directly with the postal authorities, and may report their decision[150] to you at an early date, I hope.

Very truly yours, (161)

21

Fourteenth Lesson



Mr. E. W. Carrington,
Galveston, Texas.

Dear Sir:

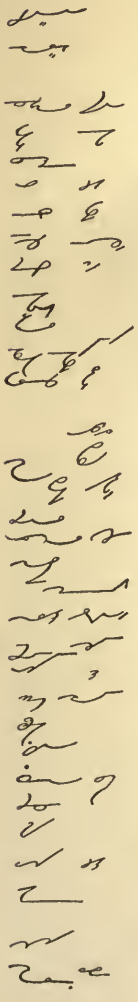
We wish to compliment you on the notable oration you delivered at the meeting of the American Society. It was listened to with[25] breathless interest by the auditors, and was admirable in the artlessness of its treatment of the forward movement you represent. Its arguments were wonderfully clear.[50] There was not an omission of any sort; and it was so thoughtfully prepared and ingeniously put together that altogether it is a composition of[75] which the most skillful debater might well be proud.

Wishing you boundless success, we remain

Yours respectfully, (92)

22

Fourteenth Lesson



Prof. John Chandler,
New Orleans, La.

Dear Prof. Chandler:

In answer to your letter I venture to suggest that your proposition to impose a duty on cotton will be viewed with[25] amusement by people who really understand the situation. I myself have made a patient study of this intricate subject, and at one time engaged in[50] the formation of a company to undertake the importation of certain grades; but when I undertook to market the stock I found it hopelessly unsalable.[75] I became impatient at the downward tendency of my affairs caused by premature exposition of my scheme throughout the nation, and although the rewards would[100] undoubtedly have been great, I was compelled to abandon the plan. While some of those approached were disposed to go into it fearlessly—or rather[125] recklessly, as I now view it—others, more diffident and imbued with the idea of their cleverness, were hopelessly indifferent; and their comments and criticisms[150] were tinctured throughout with unfairness, not to say a certain degree of curtness and rudeness. You yourself, I remember, treated the scheme with wonderful coldness,[175] for apparently no assignable cause. None of the remarks of these doubters, however heartless, though not harmless, as they seemed, was actionable.

However, since my[200] financial affairs have taken a decided upward turn — relieving me of many awkward situations, I can assure you — I am content at the present moment[225] to view these past difficulties with equanimity.

With best wishes for your continued success, and again complimenting you on the earnestness

with which you pursue[250] your wonderfully useful and laudable purposes, I am

Sincerely yours, (260)

23

Fifteenth Lesson

Mr. I. J. Herrington,
Kensington Gardens,
London, England.

Dear Sir:

Your letter in regard to the qualifications of John Dillingham for the clerkship in your office received; and it affords me extreme gratification[25] to testify thus ungrudgingly to his high character. I speak in all sincerity when I state that the facility with which he takes up a[50] new line of business, his absolute reliability, and the technical skill which is characteristic of his workmanship, fit him for something better than photographic work.[75]

Mr. Dillingham entered my employ some years ago, before he had reached his majority in fact, preferring work of an experimental character to the journalistic[100] career offered him by his parents. Although I doubted at first the advisability of putting a lad of his physical delicacy and sentimental tendencies[125] at work requiring a manipulation of heavy implements, I soon found that he intended this to be merely fundamental. He aspired to a clerical position[150] with our firm, and therefore devoted himself to the study of stenography and later telegraphy, with a tenacity of purpose usually found only in persons[175] of greater maturity. His ambition was shortly gratified; and his strict fidelity to the work in hand, his perfect regularity, and his unvarying affability, always[200] marked by an utter absence of frivolity, at once gained for him a widespread popularity.

Although possessed of an unusual inventive capacity he never became[225] pedantic, but was will-

ing to follow without comment the program laid down by our manager. Can I be too emphatic regarding this particular qualification, unhappily[250] so rare among the young men filling our clerical positions today?

In short, this is a young man whom I can unhesitatingly endorse as an[275] expert stenographer and telegrapher, skilled in rapid, accurate, systematic work. His tenacity of purpose, besides, is admirable; and I find that he has acquired a[300] fairly accurate knowledge of criminology, likely to prove useful in a concern such as yours is. I ought perhaps, to state here that his leaving[325] my employ was for personal reasons entirely to his credit, and may in no way be considered as detrimental to his good name.

Very sincerely yours, (350)

24

Sixteenth Lesson

Mr. A. E. D'Armond,
Portsmouth, Md.

Dear Sir:

Allow us to compliment you on the firm stand you have taken on the ship-subsidy bill, surprising though it is to us[25] after your former disquisitions on the trust question. As we survey the situation, the passage of this bill would but the more surely surfeit certain[50] already over-rich shipbuilders, result in the disparagement of America's boasted freedom, reflect on its independence, and inflict a condition of wholesale taxation that would[75] eventually be destructive to its national existence. We say without hesitation, and after reflection, that no other measure now before the people, whether international or[100] merely domestic in scope, contains so many unwise provisions.

We petition you to keep up the praiseworthy and courageous fight which you have so effec-

tively[125] begun; and let us adjure you that so blameworthy a measure—introduced solely upon the requisition of the leisure classes, fearful of free and fair[150] competition — would surely put this nation on the roadway to rapid ruin.

We will persistently resist its passage ourselves, and propose to maintain our opposition[175] until the advocates of this pernicious bill desist from their attempts to inflict upon us a measure as unnecessary as it is injurious. We presume[200] that you are in this fight to stay and that no subsequent events can now change your course. You may rest assured that you will[225] have our cordial and unswerving support.

With best wishes, we remain

Very truly yours, (240)

25

Paragraphs 183, 184, 185

Messrs. Nelson & Company,
St. Louis, Mo.

Gentlemen:

Some weeks ago we took up with you a matter which we wished, as far as possible, to have settled at the earliest possible[25] moment, and asked you to reply at your earliest convenience — or at least with the least possible delay. Knowing the importance of having your decision[50] at as early a date as possible, it seems to us that you should have answered by return mail. As a matter of fact, though[75] we have written you over and over again, we are sorry to say that at the present moment nothing has been received from you. Have[100] you not been able to do anything? You may be sure such slow methods are working to your great disadvantage.

Our Mr. Hawkins has been doing[125] his best, planning and working as fast as possible, to the end of having this question settled; and I en-

close copy of a letter from[150] him received in today's mail which is self-explanatory.

We are very sorry to be put in the position of fault-finders, but we must[175] insist on your early reply, as your lack of activity is causing us considerable financial loss.

Yours very truly, (194)

26

Paragraphs 183, 184, 185, 186

Messrs. K. L. Adams & Son,
St. Paul, Minn.

Gentlemen:

We are in receipt of bank draft for $2,500.00 in settlement of our claim against the Canadian Pacific. I would[25] like to know what you have done about the claims of the Baltimore & Ohio, the New York Central, the Illinois Central, the Union Pacific,[50] the Grand Trunk, and other roads.

We want to bring to your attention another matter about which little or nothing has been done, and which[75] has been thrust upon our attention many times during the last week. Several months ago we furnished you with a memorandum relating to this subject,[100] and you promised to do as much as possible to close it at an early date. We refer to the question of the per pound[125] tariff on class "A" material. Heretofore it has been classified under the per barrel rates — in a number of cases going into the per dozen[150] classification, from which no possible advantage could be derived. We think that the per pound basis, adopted by some roads many years ago, is the[175] true one, and we should adopt it as nearly as possible in preference to either the per barrel or per dozen rate. Knowing the equity[200] of it, no doubt you are already contemplating the adoption of this basis.

Hoping you will give us your decision soon regarding the advisability of[225] putting this tariff into effect, for which we shall be obliged, we are

Yours truly, (240)

27

Paragraph 190

Mr. Adam Hoffman,
231 Wells St., Chicago.

Dear Sir:

We beg to hand you herewith schedule for your route for the coming year, subject, of course, to change, should emergencies arise.[25]

During January, February and March you will visit Evanston, Riverside and Edgewater on Monday, Wednesday and Friday; Maywood, Waukegan and Libertyville, Tuesday, Thursday and Saturday.[50]. During these months there will be no Sunday delivery.

During the months of April, May and June you may reverse the above order of things, visiting[75] Evanston, Riverside and Edgewater on Tuesday, Thursday and Saturday, Maywood, Waukegan and Libertyville on Monday, Wednesday and Friday.

During July, August and September you may[100] follow the first schedule above outlined, making deliveries on Sunday as well; and during October, November and December follow the second schedule mentioned above.

Please[125] instruct your men accordingly, and endeavor to infuse as much of promptness in their work as possible, and thereby greatly oblige the management.

Yours truly, (150)

28

Paragraph 191

Mr. N. M. O. Davisson,
Minneapolis, Minn.

Dear Friend:

I know you will be interested in the recent record-breaking business trip I made covering a large portion of the United States. I[25] left New York on Sunday, February 1st, and arrived in Chicago on Monday, February 22d. On my way I passed through and obtained business in[50] Trenton, Jersey City, Albany, Buffalo and Detroit. While making my headquarters in New York City during the month of January, I visited Brooklyn, Boston, Rochester,[75] Providence, Baltimore, Albany, Syracuse, Worchester, New Haven, Lowell, Fall River, Hartford, Paterson, Newark, Jersey City, Trenton, Camden, Wilmington and other eastern cities of less importance.[100] While making Chicago my headquarters during March and April, I visited Milwaukee, St. Paul, St. Joseph, Springfield, Grand Rapids, Omaha, Kansas City, Indianapolis, Columbus, Cincinnati,[125] Cleveland, and Toledo. In May I took a western trip, going to the Pacific coast, visiting Salt Lake City, Lincoln, Neb., Minneapolis, Minn., Des Moines, Ia.,[150] Seattle, Spokane and Portland. I took a steamer from Portland direct to San Francisco, thence to Los Angeles, by rail; on my return trip from[175] the coast I stopped at Denver, Kansas City and St. Louis.

I made St. Louis my headquarters for a few weeks and took a southern[200] trip, visiting New Orleans, Memphis, Nashville, Louisville, Birmingham, Richmond, Brunswick, Atlanta, Jacksonville, Savannah, Raleigh and Montgomery.

Leaving the South I spent a few days in[225] Washington, from which point I visited some of the eastern cities, including Allegheny, Pittsburg,

Philadelphia, Scranton, Harrisburg and Erie. This completed my tour of five months;[250] and I am now back in New York City planning another invasion. My total sales on this trip were over $250,000.[275] I expect to see you in the city during the next month, as you say you will be here; and we can[300] then exchange confidences.

Your friend, (305)

29

Paragraph 193

Messrs. O'Donnell & MacDuffie,
New York City.

Gentlemen:

In January, 1906, we sent you a list of lands located in the northern, eastern and western, as well as the[25] southern part of your State, on which we have mortgages, asking you to buy them in at a tax sale unless the taxes were paid[50] before the sale day. In the list was the Gorman land, namely the N. E. quarter of the S. E. quarter, the S. W. quarter[75] of the S. E. quarter, and the S. E. quarter of the N. W. quarter of Section 25, Township 90, Range 28. In the N.[100] E. corner of Section 26, there is a block of land belonging to W. J. Sloan, who moved East a few years ago, subsequently going[125] South. On the southeast border of the State there is a quarter section formerly belonging to S. E. Maker; north and a little west of[150] Hammond, the N. W. quarter of Section 21, Township 18, Range 22, and a little southwest of Hammond there are other quarter sections[175] on which we hold mortgages.

We are now informed that some of these lands have been sold for taxes. Will you please look them up[200] according to the enclosed map, and if

possible, get an assignment of certificate to this company.

Thanking you in advance for your promptness in this[225] matter, we are

Very truly yours, (231)

30

Paragraphs 194 to 203, Inclusive.

Mr. E. M. Miller,
Cleveland, Ohio.

Dear Sir:

We are in receipt of a letter from one of your claimants who, it appears, is nameless but not numberless. His claim number[25] is 4250.

We think the record in this case is not at all creditable and that there has been a[50] laxness and carelessness that is very vexing and that places us in an unfavorable light in many respects. In some instances we know of[75] families—peculiarly characterized by the hardness of their lot—whose cares have been daily increased by his lack of candor and thoroughness. One family in[100] Lehigh particularly has been thrown into the direst poverty and is suffering the gravest hardships through their lack of friendship and goodwill. This is[125] the clearest case we have against him.

Of course, it may be that his work, from various causes, is a great tax on his[150] strength, consisting as it does of numerous duties, but we wish to re-assert that if this mixes you and causes you vexation he should be[175] considerate enough to declare his intention of becoming a candidate for another position, and immediately emigrate from the Union.

Yours truly, (196)

31

Paragraphs 194 to 203, Inclusive.

Mr. George Hay,
New York, N. Y.

Dear Sir:

You may be sure we shall not decline your resignation, as we have in mind for the clerkship a young man to whom[25] in point of carefulness you cannot hold a candle. His work is particularly noteworthy because of its clearness; and he is in fact the nearest[50] approach to an ideal person for the work we have seen. We believe our clientage will be greatly benefited by the change, as he is[75] already a great favorite among them. We have had his application in mind for some time in the hope that you would kindly declare it[100] your purpose to become a voluntary "excommunicant," so to speak. We ask for an early deliverance from further embarrassment.

Very truly yours, (122)

32

Paragraphs 136, 204.

Mr. C. M. Waite,
Seattle, Washington.

Dear Sir:

We are pleased to give you a brief account of our financial condition, in a purely informal way and in round numbers as[25] you asked, and also a summary of the stock on hand.

Our net resources are as follows: deposited in the First National Bank, $150,000;[50] in the Exchange National, $25,500; in the Chemical National, $1,000,000; in the[75] Bank of England, £100,000. In addition to these bank deposits, we have invested in United States Government bonds $2,200,000.[100] We have nothing invested in the so-called industrials, or in any of the railroad or municipal bonds. Our government bonds yield

about[125] 2½% net, which the board considers much more reliable than taking a chance on something promising to net 5 to 10 per[150] cent interest. Our plant here is valued at $250,000. We also have in process of construction a plant at Golden[175] Ledge, the contracted price of which is $75,000. We own, as you are probably aware, the short line which connects us with the main[200] line of the Northern Pacific Railway. It is valued, including the rolling stock, at $15,000. We have outstanding in claims approximately $25,000.[225] These estimates will not be more than two or three hundred dollars out, one way or the other.

We have practically no liabilities outside[250] of the contract for the plant at Golden Ledge. We have on hand now about two hundred and fifty tons of ore ready for the mill,[275] which will average about $7.50 per ton.

Our Mr. Harding, whom you will remember no doubt, is working on a plan[300] for extracting low grade ore, running as low as 95 cents per ton. His plan seems likely to prove practicable; and if so, we shall[325] have any amount of work for a plant of this sort on the tailings.

We hope that you will soon pay a visit to the[350] plant, and regret that owing to your absence abroad and the uncertainty of reaching you directly we have been unable to keep you better informed.

Yours truly, (377)

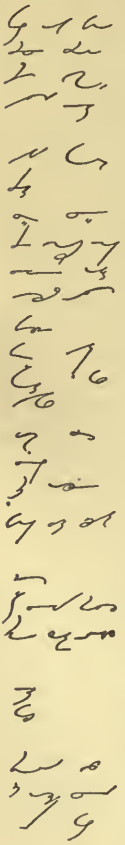
33

Vocabulary

Messrs. Y. O. Hardin & Co.,
Birmingham, Ala.

Gentlemen:

Your letter of recent date concerning Col. George King received. It is incomprehensible to us that



this benevolent and independent patriot should be doomed[25] to financial failure. It seems evident to us that his highly developed intellect will dictate a course that will avert such a misfortune.

The distinguished family[50] to which he belongs has for many generations, even before removing from England to America, been famous for its general cultivation and energy, as[75] well as its enormous financial resources — a guaranty, we should think, for its future integrity. It has never been known to be in pecuniary straits,[100] but has always been punctual in discharging obligations, either public or private.

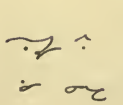
Colonel King himself, no doubt temporarily amazed at finding himself occupying this singular[125] position, will emerge from it serenely, fulfilling every requirement and finally distributing patronage as heretofore. The widespread rumors of his embarrassment are to us not[150] in the least significant. Many of these statements are obviously immoderate — frequently the resort of vulgar, irresponsible and untrustworthy enemies.

We believe we have said[175] enough to convince you that we personally have every confidence in the Colonel's financial integrity; and we shall ourselves volunteer to advance him a few[200] thousand or a sufficient and requisite amount—and indeed consider it a privilege—if he but so much as suggests that there is need of[225] funds.

Yours truly, (228)

34

Vocabulary



Mr. James L. Faddis,
Galveston, Texas.

Dear Sir:

Herewith I hand you the Annual Report of the

Hardware Manufacturers of the United States, which has just been prepared and published in[25] one volume.

You will note that trade with South America, and especially the islands in juxtaposition to Venezuela, is very light on account of the numerous[50] revolutions hereinafter mentioned, and the consequent neglect of business operations. Merchants, scarce as they are in these small independent countries, have to be very patriotic[75] and loyal, more so than ordinary citizens, as most of their patronage comes from the government. They give up with resignation, and practically without a[100] struggle, a great proportion of the proceeds of their cargoes in order to avoid losing all. You may be sure their goods are not[125] taken in moderation.

Trusting that the report may interest you, I remain

Yours sincerely, (139)

35

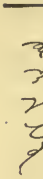
Vocabulary

Wilson Manufacturing Co.,
Mobile, Ala.

Gentlemen:

I regret to report that boundary disputes in this vicinity are abundant — absurdly disproportionate to the population — and this serves but to foster a[25] general doctrine of anything but benevolence, as you will readily comprehend.

Trade in flour mills, of the hand variety, and of all the various makes[50] in whatever quantity, has been demonstrated to be so completely demoralized in this quarter that it will require an enormous amount of energy and collateral,[75] as well as the most capable administration, to better conditions and to bring anything like order out of



the financial chaos into which the curious[100] customs and the successive revolutions have brought this unfortunate country.

We hope that our next report will be more favorable.

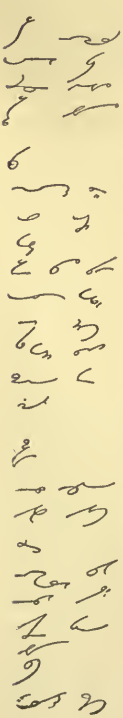
Yours very truly, (123)

36

Vocabulary

Messrs. Z. W. Hart & Co.,
Duluth, Minn.

Gentlemen:



It is obvious that the practically incoherent remarks of Dale & Co., concerning their poverty and low financial condition are not trustworthy, as we[25] observe from special reports, the testimony of experts, that although they have been a little behind they have been paying out large amounts on cargoes[50] received from England; and we really cannot understand why they refuse to pay our draft at presentation. It is the opinion of our attorney who[75] is now at our headquarters, that legal proceedings are unavoidable and the only reasonable or successful course to pursue. Hitherto, as a rule, we have[100] found this firm to be punctual in paying accounts that ran into hundreds and even thousands of dollars, and we do not therefore feel that[125] our present demands are exorbitant in any way, as we have merely held to the catalogue prices. It is a great disappointment to discover that[150] we are being treated in this singular manner, and it is incomprehensible to us that they should adopt such methods in their dealings with this[175] firm. It is, to say the least, a degenerate policy—certainly not a testimonial to their fairness.

However, we will, as we once did with[200] your predecessors, upon receipt of your affidavit as to

the condition of the business, take a mortgage on the real estate at the valuation of[225] the amount of the account, for three months; but we hope they will withdraw it long before maturity. Permit us again to suggest that it[250] will be better to fulfill this obligation and avoid all litigation, as it is an expensive luxury to both plaintiff and defendant. We await the[275] appearance of your certificate, which we hope will reach us before three o'clock.

Truly yours, (290)

37

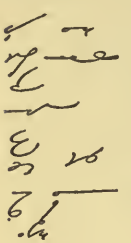
Vocabulary

Mr. P. Q. Atwood,
New Orleans, La.

Dear Sir:

We enclose you herewith certain memoranda you requested for the magazine article, which we believe you will find indispensable, and of which you[25] will no doubt make instantaneous and frequent use. It was prepared by Mr. Charles Le Roy Perkins, an eminent authority, universally known, who has[50] been engaged constantly in original journalistic work for many years. We intend to prevail upon him to proceed with an article on "Patriotism," to be followed[75] by another on "Socialism," both of which will occupy a conspicuous place in a future number of the magazine.

Mr. Perkins, otherwise known as "The[100] Sage of the Orient," a deep student of archæological subjects, is also the author of a work on "Egyptian Hieroglyphics," of singular beauty in treatment,[125] and a monograph on ancient alphabets, etc. We expect to obtain some interesting articles from him on these topics during the year. Besides these, he[150] has also written a very beauti-



ful ode to an Eyptian princess, whose innocence and strangely melancholy death strongly impressed him. In order to behold all[175] that remained mortal of this fair princess, he scaled almost perpendicular walls in reaching her tomb.

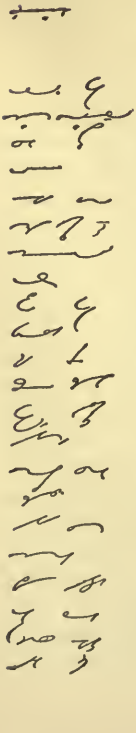
We consider ourselves fortunate in being able to get[200] into such close touch with so eminent an Egyptologist.

Awaiting your further favors, we are

Very truly yours, (218)

38

Vocabulary



Mr. W. X. Seamans,
Portland, Me.

Dear Sir:

Yours relating to the probable election to Congress of Mr. Cromwell received, answer to which has been delayed owing to my absence from[25] the city. We are obliged to remark that we believe this to be a mistake; and should it occur he will be a constant[50] danger to the best interests of this commonwealth. Language is not strong enough to express our indignation at even the probability of the election of this[75] ordinary politician or others of his sort. While a member of the general assembly, in an extemporaneous speech, he propounded some of the[100] most dangerous theories imaginable. This speech was discussed widely by the clergy, and denounced far and wide across the country. He has not one extenuating trait to distinguish[125] him from the ignorant congregation to which he is allied.

We are sure his election would result in an epidemic of dissatisfaction unparalleled in the[150] history of the Republic. His election would be but to strike at our most sacred institutions. He is not endorsed by a sufficient number of[175] either

democrats or republicans to entitle him to the requisite standing. His election can accomplish no good. It is a career for which he is[200] singularly unfitted and is planned merely for the accommodation and benefit of a few of that numerous variety of peculiarly unscrupulous politicians among whom patronage[225] is the one god worshipped. We shall use every means money and effort will warrant to thwart the ambitions of this man, and are thankful[250] to you for requesting us to join in this fight which promises to be so serious.

You certainly can count on us to co-operate with[275] you in the fullest degree whenever you discover or secure any distinctly logical and practical arguments that are polite to employ or seem expedient in[300] the circumstances.

Sincerely yours, (304)

39

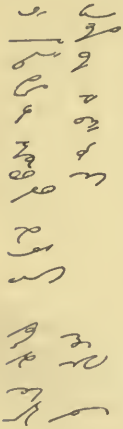
Vocabulary

Mr. T. U. Burton,
San Francisco, California.

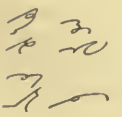
Dear Sir:

We are in receipt of your esteemed letter of recent date. We note what you say about the average number of applications in[25] the Union organization. We calculate, however, that a number of these will be cancelled, and likewise the amount of the annual premiums returned, unless[50] the applications are accompanied by proper local medical certificates or affidavits as to applicant's general physical appearance.

Replying to your comment about children, will[75] say, casually, this company does not insure children, neither does it consider passengers in rapidly moving high-power automobiles good risks.



Regarding the Prince policy,[100] memorandum of which you enclose, we have today addressed a letter to our special attorney who will advertise abundantly for the witness and institute such search as[125] he is accustomed to in such cases. There will be no cessation of activity on his part to arrive at a satisfactory conclusion, from which we[150] shall no doubt derive a great advantage. He is absolutely capable, and his statements in such litigation may be taken as authoritative.



We hope the[175] matter may be brought to a speedy close, as the disadvantages and consequent disappointment of a long suit, contingent upon so slight a connection, would[200] be demoralizing and undesirable to a high degree.

Your early attention to these matters will oblige

Very truly yours, (219)

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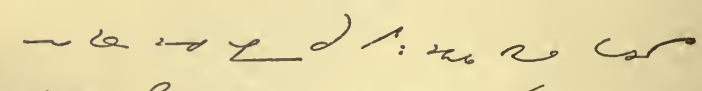

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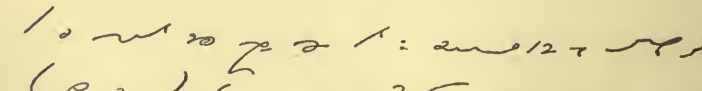

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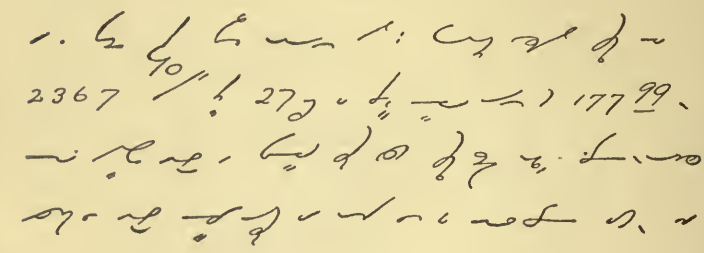

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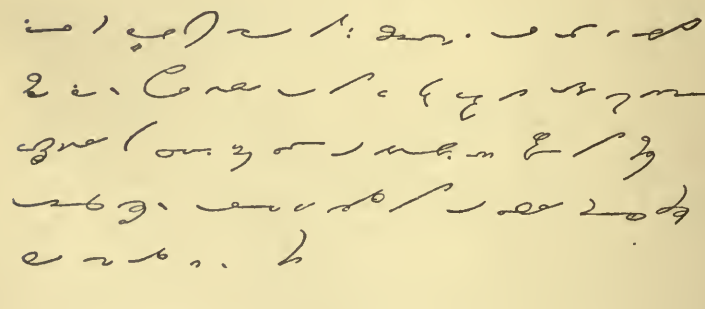

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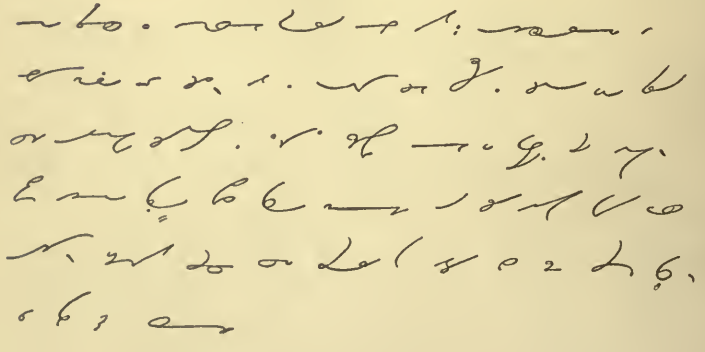

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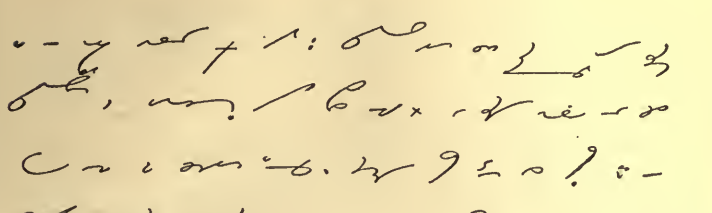

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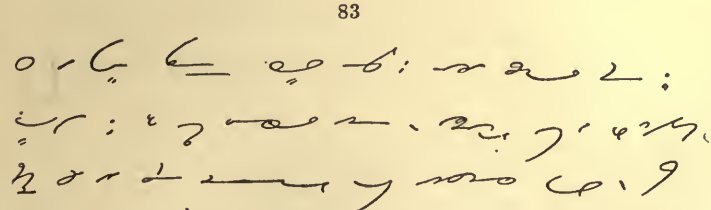


Law and Collections

86

Mr. W. J. Dolan,
2183 Calumet Ave., Chicago.

Dear Sir:

Mr. James E. Walters of East St. Louis, has placed in our hands for immediate collection his claim against you, amounting to $53.50.[25] Please advise us by return mail, or call at our office at once in regard to the payment of same, and thus save[50] yourself further trouble and expense in the matter.

Yours very truly, (60)

87

Messrs. Black & White,
Boston, Mass.

Gentlemen:

We regret that you allowed the draft drawn on you September 15th for $16.21, covering your past due account, to[25] be returned to us.

Please favor us by sending money order for the amount direct to us.

Yours truly, (44)

88

Messrs. Hipp & Melloy,
Chicago, Ill.

Gentlemen:

We have shipped your order via the Goodrich Steamship Co., and have this day drawn sight draft, with invoice and bill of lading attached,[2] for $6.75.

Thanking you for the order, we remain

Yours truly, (40)

89

Mr. R. F. Landfair,
Cullman, Ala.

Dear Sir:

Your favor enclosing attachment for witness Jones was received today. I will place the attachment in the hands of the Sheriff immediately, with[25] instructions to execute.

Yours truly, (30)

90

Messrs. T. S. Geist & Co.,
Selma, Dallas Co., Ala.

Dear Sirs:

Please take notice that D. A. Robinson has transferred your lease and notes for rent of property occupied by you to my client,[25] B. T. Morgan; and I hold notes for collection.

Yours truly, (36)

91

Mr. M. J. Gardner,
Marietta, Hobb Co., Ga.

Dear Sir:

I am requested by the Board of Education of your County, through its attorney, to notify you that the school building must be[25] completed on or before Sept. 1, 1896, or the forfeit clause of your contract will be enforced. Put all the men on the building[50] necessary to complete the work at once.

Yours truly, (59)

92

Mr. H. E. Sembrach,
Fayette, Jefferson Co., Miss.
Dear Sir:

In compliance with your request of the 2d inst., we enclose you herewith one hundred documentary two-cent stamps. Glad to serve you[25] at any time.

Yours truly, (30)

93

Messrs. Modica, Miller & Chatoid,
Ellisville, Jones County, Miss.
Gentlemen:

We find that Alexander Boss, of Springfield, who is under bond by you, has failed to account for a large sum of money received[25] by him and belonging to us. We, therefore, notify you to take such action in the premises as you may see fit; and we will[50] look to the bondholders for security.

Very respectfully, (58)

94

Messrs. Ryder & Stone,
Birmingham, Ala.
Gentlemen:

Your favor of the 3d inst. has been received. If possible, I will be in Montgomery on Saturday the 10th inst., as requested by[25] you, to confer in reference to the case mentioned in your letter. Whether I can go depends on whether or not I can get through[50] with the case set down for hearing the preceding Friday. If I do not get through Saturday, I will endeavor to be there the Monday[75] following.

Yours truly, (78)

95

Mr. H. P. Thigpen,
Fort Payne, Ala.

Dear Sir:

Your present favor, enclosing complaint prepared by you in your case at Tallassee, has been received. I will carefully examine the matter this[25] week and write you my views, so that you can file complaint by the latter part of the week.

Yours respectfully, (46)

96

Mr. R. N. Runsell,
Wetumpka, Ala.

Dear Sir:

Your esteemed favor of the 12th just at hand. I have ordered suit on all judgments received from you except that against the[25] Dixie Oil & Electric Company. I was very much afraid that I would not hear from Messrs. T. A. & B. C. Johnson in time[50] for attaching this month; but having done so, I ordered papers served immediately.

Yours respectfully, (65)

97

Messrs. S. T. Brown & Bro.,
Appling, Columbia Co., Ga.

Gentlemen:

Your telegram of today duly received. The telegram is in accordance with what I understand to be an arrangement between Mr. Carpenter and myself,[25] in reference to the case referred to. We will hereafter agree upon some day at the present term of the City Court at St. Louis[50] for the trial of the case.

Yours very truly, (59)

98

Mr. A. P. Wilson,
Clinton, Iowa.

Dear Sir:

We acknowledge receipt of your favor of the 3d inst., with check, which we have applied on past due notes as follows:

Note[25] No. 4668, Cr. by check $11.50
Note No. 4668, Cr. by[50] mileage (cashed) .. 13.50

Total $25.00

Enclosed find receipt.

Yours truly, (65)

99

Messrs. Cobb & Ross,
Detroit, Mich.

Gentlemen:

We hand you statement of account of November 1st, showing balance of $381.12; with it we enclose[25] four notes, three for $95 each, and one for $96.12, leaving the date of payment blank in each note. You[50] will please insert this, sign and return, attaching to each note a two-cent revenue stamp.

Thanking you for your attention, we remain

Yours truly, (75)

100

First National Bank,
Canton, Illinois.

Gentlemen:

We hand you herewith bill of lading covering shipment to our order for F. M. Harrison. On execution of the notes and mortgage, please[25] deliver this additonal bill of lading, and oblige

Yours truly, (35)

101

Messrs. Hobbs & Dawson,
Cleveland, Ohio.

Gentlemen:

We beg to notify you that we have not received the draft due on note August 9th, and request that you will kindly remit[25] us check to cover.

Your kind attention will be appreciated at this date.

Yours truly, (40)

102

Mr. Carl L. Olson,
Des Moines, Ia.

Dear Sir:

Referring to your favor, we hand you herewith bill for rent on press, $10.00. This pays the rent to September 16th. On[25] that date another $5.00 is due for rent on press to October 16th. On payment of this $10.00, if you will forward us[50] another remittance of $80.00 cash, we will give you a bill of sale for the press.

Hoping to make this deal with you, we[75] remain

Yours truly, (78)

103

Marseilles Straw Board Co.,
Marseilles, Ill.

Gentlemen:

Referring to your favor, we beg to enclose you herewith an itemized statement of your account.

You fail to take into consideration that the[25] credit memorandum of $6.48 dated August 22d cancelled the charge dated August 1, 1898. The balance due is $39.[50]28, according to the original statement rendered.

Yours truly, (61)

104

Mr. C. A. Crawford,
Belding, Mich.

Dear Sir:

We return herewith Insurance Policy No.A 1836, issued in the Traders' for $270.00 on[25] Carnell & Ramsdell, Tama, Ia., for assignment. Return to us promptly, and oblige

Yours truly, (40)

105

Mr. A. L. Nash,
Buffalo, New York.

Dear Sir:

Hereafter please render your bills by the month instead of each four weeks. We have changed our method to a monthly basis. We[25] will pass your present bill for $72.00, including the difference on September in bill of October 31st.

Yours truly, (45)

106

Mr. C. D. Howard,
Topeka, Kansas.

Dear Sir:

In accordance with your letter of August 10th, we have today drawn through the bankers, I. Saviers & Co., a draft for $11.[25]00 with your past due note of February 27, 1897, attached. On payment of the draft, the bank will cancel and deliver note to[50] you.

Please protect promptly, and oblige

Yours truly, (58)

107

Mr. A. N. Kellogg,
Chicago, Illinois.

Dear Sir:

We have been notified today by our bank that you have drawn on us at sight for $54.23. We[25] have ordered the bank to return the draft as we are positive that our bill is not that large, and we think you have made[50] a mistake in the amount. Please look up our account on your books and see if we are not correct.

Yours respectfully, (72)

108

Mr. W. R. McGlurg,
Burlington, Iowa.

Dear Sir:

In absence of any advice from you in reply to our statement of the 14th inst., we have this day taken the liberty[25] to make draft on you through the bank at Piper City for $17.50, amount of bill June 14th.

Kindly oblige us[50] by honoring same.

Yours truly, (55)

109

Mr. R. G. Hill,
Omaha, Neb.

Dear Sir:

Some little time ago we made draft on you through the American Express Company for $18.00, amount due us on old account.[25] Up to this time we have heard nothing from you. Have you paid it? If not, please oblige us by giving same prompt attention, as[50] we have some very heavy bills to meet between now and the 31st of the present month.

We trust you will oblige us by promptly[75] paying draft at the express office at Omaha.

Yours truly, (85)

110

Mr. C. A. Ward,
Keokuk, Iowa.

Dear Sir:

There is due us an insurance policy to take the place of the one which expired July 14, 1898. You failed to[25] send us a new policy to take its place at the time we notified you; and we now request that you immediately forward a policy[50] for at least $300.00, with loss clause contained therein, covering our mortgage interests.

You will please forward this policy just as soon as[75] your agent secures it.

Yours truly, (81)

111

Mr. C. B. Lowell,
Toledo, Ohio.

Dear Sir:

We beg to hand you statement of your account $660.49, and shall be glad to receive[25] from you now the settlement in accordance with the mortgage papers sent to you Aug. 21, 1898.

We also enclose herewith a statement against[50] E. R. Nash, Kalamazoo, Mich. You will observe that under date of October 15th we drew a three days' draft on Mr. Nash for $26[75].19, which draft was returned to us unpaid.

Please give this matter your attention.

Yours truly, (94)

112

Mr. C. P. Bush,
New Haven, Conn.

Dear Sir:

Referring to your telegram of even date, we hand you herewith bill of lading, endorsed to your order, covering shipment of the 22d.

Yours truly, (27)

113

Mr. B. A. Gardner,
Buffalo, New York.

Dear Sir:

As per our notice to you, we forwarded the W. E. Minor note for $28.50, due September 19, 18[25]98, to the De Witt County National Bank, Clinton, Iowa, for collection. It is returned today, endorsed "pays no attention to notices."

The amount due[50] on this note with interest is $29.50, which amount you will please remit. We received word from Mr. Minor several days[75] ago, requesting the privilege to sell part of his printing outfit. We refused to give our assent, as you know there is still a balance[100] due on the plant and we could not give our consent to have the property sold until we were paid in full.

Yours very truly, (125)

114

Messrs. Summers, Hart & Co.,
Green Bay, Wis.

Gentlemen:

We are in full accord with your views expressed in your communication of the 8th inst., which has just been received. We feel that[25] 30 days' credit should be sufficient, and also that five per cent should be offered for cash.

Mr. C. L. Wilson, our traveling salesman, will[50] be in your city on Friday the 10th inst., when we hope you will talk over further details pertaining to this matter. The last invoice[75] amounted to $820.55. Mr. Wilson may be able to offer you a discount on it, 5 per cent[100] being the usual rate; but if you can arrange for 10 per cent we will be satisfied.

Respectfully yours, (119)

Banking and Financial

115

Mr. J. A. Williams,
Red Oak, Iowa.

Dear Sir:

Please charge our account $3,000.00, and remit that amount to Second National Bank, Chicago, for credit on account.

Yours truly, (24)

116

Mr. Geo. K. Davidson,
Muskogee, Ind. Ter.

Dear Sir:

We have your favor of the 20th and note contents. Should be much pleased to have you advise us when you are ready[25] to sell the bonds, and will submit you an order for them. The $500.00 lot is too small for us to investigate.

Yours[50] truly, (51)

117

Messrs. Sciscoe & Willson,
Mediapolis, Iowa.

Gentlemen:

Your esteemed favor of the 15th received. We have $60,000 of Hancock's left, $50,000 maturing from '86 to '90, and[25] $10,000 from '99 to 1900. As you know, these are gilt edge bonds. If you can use them, let us know at[50] what price, and we will meet your views, if possible. We will continue to send you our list from time to time, to which we[75] hope you will give careful attention.

Yours respectfully, (83)

118

Mr. O. M. Brackin,
Mt. Pleasant, Ohio.

Dear Sir:

Your favor of the 2d, enclosing coupon note of Bertha Cannon for $35.00, due May 20th, has been received, and shall have[25] my prompt attention.

Yours very truly, (31)

119

Mr. C. E. Schoolcraft,
Eagle Grove, Iowa.

Dear Sir:

We have your message saying you cannot decide on Butler county bonds until Tuesday. Of course, we offer them subject to sale, but[25] if you can use them, wire us on Tuesday, and if unsold we will report at once.

Yours respectfully, (44)

120

Mr. Winton Black,
Yorktown, N. Y.

Dear Sir:

Your favor of the 12th inst. is received with enclosures as stated. We debit your account, and remit Eighth National, Deadwood, $4,308.00.

Yours truly, (32)

121

Mr. Charles Brown,
Auburn, Ill.

Dear Sir:

We have your esteemed favor of the 11th. We have no scrip of the kind you mention at present. We get it from[25] time to time; and if you will send us an order, we shall be much pleased to get it for you.

Yours respectfully, (48)

122

Messrs. Jones & Johnson,
Columbus, Neb.

Gentlemen:

We beg to call your attention to statement enclosed, showing a little balance due us which we trust you will promptly remit; but in[25] the event of our not hearing from you within ten days, we will take the liberty to make draft on you through the State Bank[50] of La Crosse. You will notice that this balance is a little old; and therefore we must insist on prompt payment of it.

Yours truly, (74)

123

Mr. Ira J. Allen,
Carrollton, Mo.

Dear Sir:

We are constantly in the market for choice business paper, including that taken in the regular course of business, as well as single[25] and double name paper secured by collateral. Would you kindly inform us if you can offer now or later on

during the year? If so,[50] we shall be pleased to correspond with you in regard to it. Should you think it to your interest to open a Chicago account, it[75] will please us to submit our terms for receiving same, and if you desire to buy or sell any investment securities, we shall be pleased[100] to hear from you.

Yours truly, (106)

124

Millikin National Bank,
100-104 N. Water St.,
Decatur, Ill.

Gentlemen:

We are constantly in the market for choice commercial paper taken in trade by merchants in the general course of business, and are in[25] a position to supply firms with funds for business purposes at the lowest current rates. Shall be pleased to hear from you in regard to[50] this matter, and shall hope to enter into negotiations with you which will prove mutually advantageous.

Yours respectfully, (69)

125

Mr. W. B. Black,
624 Washington St.,
Chicago, Ill.

Dear Sir:

Not long ago we wrote you about our South Lynn subdivision; it was an exceptional opportunity. We had an idea you would take[25] advantage of that offer. Every lot was sold in two weeks, and many who would have bought couldn't; there wasn't enough to go around.

We[50] shall probably have something else to offer you soon. We do not think it will be better

than the South Lynn lots; but we are[75] trying to find something as good.

Not long ago Governor Drake of Iowa wrote us a letter, a copy of which in facsimile we enclose,[100] with his permission.

We'd just like to call your attention to the fact that we're in pretty good business company; and we have an idea[125] that Governor Drake's success is partly due to his knowing good business company also.

What we did for him we have done for a great[150] many others.

You often judge a man by the company he keeps. Why not a business firm?

The company of successful men is good business[175] company to get into. You can get into it if you want to.

Write for our proposition for a small investment in Chicago land, an[200] investment that contemplates the placing of about $400.00. We can arrange it for you on easy terms, say about $40.00 cash and[225] about $10.00 or $15.00 per month thereafter until you have it all paid for. You can do this without doubt; and by the[250] time it is all paid for you will have saved $400.00. If you wish to know what we recommend, ask us, first telling[275] how much of an investment you wish to consider. We believe now is about as good a time to buy as we ever saw.

Very truly yours, (302)

126

Messrs. Macken & Lamb,
Burlington, Iowa.

Dear Sirs:

We have your message of even date stating that you will take the Brainerd bond, if the population is 10,000. The writer is[25] very doubtful about this fact. We have two statements, but neither of

them is quite satisfactory. In one case, the population is given as 10,000,[50] and in the other as less. We have written to find out more surely, and will inform you. The bonds will not be ready for[75] delivery until December 2d. We do not intend to offer you these bonds as savings bank bonds, although they may prove to be such. We[100] have not yet sold Fayette county bonds although we have had several offers for them. These bonds will be dated December 3d.

Yours truly, (126)

127

Mr. C. DuPee,
Chicago, Ill.

Dear Sir:

Will you kindly favor us with your Chicago accounts? With our superior banking facilities we are able to allow better terms for account[25] current than national banks. We credit bank items on many points at par; and our charges for collection merely cover actual cost. We should be[50] pleased to correspond with you on this subject.

Yours respectfully, (60)

128

Mr. D. H. Ford,
Toledo, Ohio.

Dear Sir:

Enclosed please find note for $1,000.00 at 6 per cent., payable five months from Jan. 27th. I wish you would discount this[25] note and place same to my credit at 1% per month upon it. I have no idea at present of drawing against this note[50] and simply send it to you for

the purpose of increasing your interest account. If you feel like taking the note and giving me credit,[75] all right; if not, return it to me, and oblige

Yours truly, (88)

129

Mr. Slater Logan,
Columbia, Ill.

Dear Sir:

Referring to your favor of the 24th inst., we beg to state that we have no catalog of publication. The only work that we[25] have published is that issued for our correspondence with our clients — pamphlets relative to our securities. We have recently published a digest of the law[50] concerning the issue of the municipal bonds, which we send you by this mail under separate cover. Shall be glad to have your views as[75] regards its necessity and competence.

Yours respectfully, (82)

130

Mr. M. E. Cole, Cash.,
Martins Ferry, Ohio.

Dear Sir:

Enclosed herewith I hand you Racine Knitting Co. note, dated March 27th, for $2,000, the same being renewal of one of[25] like amount sent to me with instructions that they might renew if desired. I also enclose you my check for $37.28[50] to cover interest on note for 122 days at 5½%.

Thanking you for past favors, I am

Yours very truly, (77)

131

Mr. Ralph Phillips,
Chicago, Ill.

Dear Sir:

We enclose copy of letter from our attorney concerning the Graham, Arizona, courthouse bonds, which will explain itself. Will you kindly inform me[25] whether the government has approved of the legislative action of the Assembly of Arizona, of 1883, concerning these bonds, and much oblige

Yours respectfully, (50)

132

Messrs. Brown & Cliff,
Boston, Mass.

Gentlemen:

I have discounted and renewed for you the following paper:

		Due	Days	Amount.	Dis.	Stamps
Racine Knitting Co		7/8	114	$1,500.....	$ 28.50	$.05
"	"	7/8	122	2,600.....	50.88	.10
"	"	7/8	122	2,000.....	40.67[75]	.03

You will notice that the note for $1,500 runs only 114 days; this is on account[100] of not placing the paper the day I dated it. You will also notice I paid interest on two renewals which I deducted from the[125] proceeds of the $1,500, leaving you a balance, before the note was paid, of $1,362.75,[150] which, deducted from the $2,000 note paid by me, leaves a balance, in my favor, of $626.25,[175] which you will kindly send me.

I am disappointed in not hearing from my people in regard to the renewal of $2,500[200] due on the 21st, so I will ask you to send me the amount necessary to take it up or else attend to the

payment[225] of the same yourselves. You will remember that it will be necessary to have Chicago exchange to do this—or send me a check, which[250] I can place to my account and have certified.

The note due on the 23d I will take care of, but as yet I am[275] not in a position to take care of the one due on the 25th. I notify you only that you may be able to send[300] me the funds in case I do not hear from you by that time. On account of the first of April's being a sort of[325] settlement day in the country, my banks are not buying as readily as they have been; but undoubtedly after the first of the month the[350] market will loosen up.

Yours very truly, (357)

133

Mr. Henry Buckner,
Keokuk, Iowa.

Dear Sir:

I am glad that you are started in the Iowa warrant matter. In warrants that are likely to run nine months or more,[25] we can agree to pay the quarter premium rather than not get them. Of course you will understand that we do not intend to bull[50] the market, but we want to pay enough in this matter for you to give it your personal attention. Could you not make something in[75] keeping track of Iowa bonds about to be issued or refunded? We are also in the market for choice commercial paper.

Yours respectfully, (98)

Life and Fraternal Insurance

134

Mr. James W. King,
34 Union Square,
New York City.

Dear Sir:

Enclosed we hand you receipt for dividend due June 17th, on your paid-up policy No. 2365, $24.^{25}88, and ask you to note that this amount, used to purchase reversionary additions, will add $33.25 to^{50} the face of your policy. If such addition is desired, kindly sign and return to us the enclosed receipt, so that we may complete our records.

Yours truly, (77)

135

Mr. Tom Lusk,
386 Washburne Ave.,
City.

Dear Sir:

Dr. Harsha desires me to inform you that he cannot make a different decision on your application for benefits in the Order of^{25} Columbian Knights, on account of your continued hoarseness

The delay in writing you about the same was in order to give you a chance to get well.

Yours respectfully, (54)

136

Mr. Wm. J. Doyle,
116 Superior St.,
Cleveland, Ohio.

Dear Sir:

Your esteemed favor of the 12th inst. notifying us of your declination of the request made by us on the first inst., is^{25} received.

We have long since learned that it does not pay to enter into discussions with the Home Office after the matter has been decided,[50] so we simply bow in this matter to what we consider a great injustice.

Very truly yours, (67)

137

Mr. Roy B. Johnson,
Portsmouth, Md.

Dear Sir and Brother:

In answer to yours of December 15th, I will say that we received the examinations only of I. Foster, J. Muss[25] and H. Smallbach, examined by Dr. J. Cornish; but as we have only the examinations, we thought they were applicants for Metropolitan Lodge No. 31,[50] as Dr. Cornish generally examines for that lodge. If we had the applications we could have told they were for Golden Rule No. 47.

I.[75] Foster and H. Smallbach successfully passed the medical examination; and J. Muss was declined. We notified the secretary of Metropolitan Lodge No. 31 some time[100] ago about these applicants, and we also notified J. Muss of his rejection.

As Dr. J. P. Pfeiffer generally examines for Lodge No. 47, we[125] supposed, of course, that these examinations were for No. 31, and notified them of the same.

Yours fraternally, (143)

138

Mr. Carl L. Adams,
213 Broadway,
New York, N. Y.

Dear Sir:

Enclosed please find check for $5.00 for the continuation of Mr. Edward Philips' policy No.

279,953.[25] Would forward thirty cent policy when it should be fifteen cents. This will change his premium and also his lapse credit, as you will[50] see by my correction. Also please note correction on Bailey's lapse sheet. When you have made necessary corrections, please return lapse sheet to this office,[75] and oblige

Yours very truly, (80)

139

Mr. C. H. Stranton,
605 E. Mill St.,
Akron, Ohio.

Dear Sir:

The proof of death, book, policy, etc., of Lew Wallace, insured under policy No. 5753 received. Replying will[25] say I find this a just claim; and you will please pay same and charge it in your report for this week, and oblige

Yours[50] truly, (51)

140

Mr. B. F. March,
Parkland, Ore.

Dear Sir and Brother:

Replying to your favor of the 22d inst., I beg to state I have received the application of Brother Frazier.

F.[25] S. Parker, of whom you spoke, is being transferred to your Lodge, as I understand, and is now a member at large.

I have been[50] unable to find any trace of the application of Mr. Manning, to whom you referred in your letter.

Please let me hear from you at[75] the earliest possible date.

Yours fraternally, (81)

141

Mr. D. E. Ryan,
6900 Wentworth Avenue,
Chicago.

Dear Sir:

This is to notify you that you have successfully passed the Medical Examination for membership in the Order of Columbian Knights; and you[25] will please be present at the next meeting of Lakeside Lodge No. 42, which will be held at 507 LeMoyne Blk., 40 E.[50] Randolph Street, on Tuesday, December 27, 1898.

You have obtained your membership in the Order of Columbian Knights, and in this lodge, at[75] a very low rate.

Have you not some friends whom you would like to have join with you? If so, bring them to the meeting[100] and arrangements will be made to have them made members without delay.

Yours respectfully, (114)

142

Mr. Frank D. Murry,
34 N. Kansas St.,
El Paso, Tex.

Dear Sir:

Will you kindly inform us at the earliest possible date whether the Northwestern and Milwaukee have changed their rates for the Southern States,[25] especially Mississippi and Louisiana; and if possible, send us a copy of them, care of St. Charles Hotel, New Orleans, La., within the next few[50] days, as well as the rates of the Providence, with annual dividends.

Your early attention will greatly oblige

Yours truly, (70)

143

Mr. Wm. Wangersheim,
864 E. 63d St.,
Chicago, Ill.

Dear Sir and Brother:

We are in receipt of a card from the Secretary of Pinzon Lodge No. 1, notifying us of your acceptance in[25] that Lodge; but before placing you upon their records it will be necessary for you to pay the amount of Organization assessment which was due[50] this office November 30, 1898, the amount of which is $2.90. There is also due from you $2.90[75] on reserve fund assessment No. 11, which is due and payable to this office on or before December 31, 1898.

Kindly attend[100] to this at once.

Yours fraternally, (106)

144

Mr. F. T. Davis,
2134 5th Ave.,
New York City.

Dear Sir:

Allow me to call your attention to your note of $6.51, due on July 30th. In order to keep[25] your insurance in full force, this note must be settled promptly on or before the day it is due, and I therefore trust that you[50] will not overlook this very important matter.

Trusting to hear from you on or before the date mentioned with a remittance to cover this[75] note, I am

Yours very truly, (81)

145

Mr. W. P. Skelding,
Phoenix, Ariz.,

Dear Sir and Brother:

In accordance with official circular No. 3, dated December 10th, the per capita tax for term

ending December 31, 1898,[25] for every member in good standing in your Lodge was due and payable at your meeting December 19th. As I have heard nothing from your[50] treasurer, I would request you to see if tax cannot be remitted at once in compliance with the laws.

With the compliments of[75] the season, I remain

Yours fraternally, (79)

146

Mr. N. J. Hein,
898 Perry St., City.

Dear Sir and Brother:

Your letter enclosing the letter of Mrs. Farmer is just received. I have sent her ten or twelve invitations, and have[25] also sent her the December notice, which had been returned to me on account of an error made in addressing it by one of[50] the stenographers whom I have been trying during the last two weeks. Mrs. Farmer's address is 36 Seldon Street. The stenographer addressed the letter to 36[75] Sheldon Street; and it was returned to me.

I am glad Mrs. Stofferan has contributed for two tickets. She is a good worker; I wish[100] we had more of them.

I am getting out circular letters and will send them within a couple of days in form of a[125] notice of the next meeting which occurs on the 20th. Can you think of anything which should be put in this notice?

We have[150] had no applications since the last meeting. I can attribute it to nothing except Brother Goodell's talk. A number of persons have been in to see me;[175] and it takes most of my time making explanations about Brother Goodell's talk. He has promised me that in the future he would not get[200] up before the Court, before pre-

paring and considering what he was going to say.

Everything was moving along nicely until this unfortunate thing came up.[225] Brother Goodell, above all others, should be very careful in any statement which he makes. If you see him, I wish you would kindly talk[250] to him about it. I have done so, but he may think it a personal matter on my part. Undoubtedly, a number of members have[275] asked you to explain what he said; if they have, you know what argument to use with him.

Yours fraternally, (295)

Real Estate

147

Ferris & Conoway,
112 17th St.,
Denver, Colo.

Gentlemen:

Replying to your favor of the 7th would say that the name of the gentleman to whom I sold half of the property[25] bought of you, is R. C. Crane. His Chicago address is now 172 Washington St.; his Oak Park address I do not know.[50]

Referring to the Chicago Avenue assessment, would say that I have not yet ascertained the amount; but my portion will be one-half of the[75] taxes on the ninety feet.

Very truly, (82)

148

Mr. B. A. Davis,
Cleveland, Ohio.

Dear Sir:

Your letter of the 18th inst. received. In it you do not say you will not entertain an exchange for your property,[25] 3143 Wabash Avenue. We therefore submit for your consideration a lot 50x145, clear, on Sheridan Drive[50] (Lake Shore Drive), east front, about 150 feet north of Barry Avenue. Barry is about four blocks north of Lincoln Park. Sheridan[75] Drive here is a continuation of the Lake Shore Drive south of Lincoln Park. On that part south of the Park, property has sold at[100] $600.00 to $1,200.00 per foot with practically no offering. The continuation north of the Park is in very strong[125] hands, with very little for sale, and none under $300.00 per foot; and from that price to $600.00 per foot.

A[150] bill is now in the Legislature to extend Lincoln Park to, and a little beyond, the lot we quote. Such an extension will greatly[175] enhance values. Price of lot we offer is $15,000.00.

If you care to consider it, kindly advise; and we will call and tender[200] all the information we have. As showing values, we might state that we can borrow on this vacant lot $150.00 per[225] foot at five per cent.

Hoping to hear from you, we remain

Yours respectfully, (234)

149

Macon County Title & Trust Co.,
140 S. Water St.,
Decatur, Ill.

Gentlemen:

You answered advertisement February 16th, stating you had Calumet Avenue property near 23d, on lot 100x130. Can it[25] be exchanged for Lake Forrest acres? or can it be exchanged at all? Please call and see us.

Respectfully yours, (45)

150

Mr. B. A. King,
Buffalo, New York.

Dear Sir:

Mr. Andrews spoke to us regarding your two-story flat building at above number. Will you kindly give us details of same, size[25] of lot, number of rooms, what heat, rent, encumbrance if any, and price?

Also let us know if you will exchange it, and, if so,[50] for what character of property, and where.

Awaiting a reply, we are

Respectfully yours, (64)

151

Mr. T. F. Lewis,

St. Louis, Mo.

Dear Sir:

We were fortunate enough about thirty days ago to have offered to us a five acre tract at Beverly Hills. This property adjoins[25] a purchase of ours made in 1899. We have carried our property up to the present time, have put in improvements, paid taxes, interest,[50] etc., until in order to make any money we have to ask $50.00 per foot, or $1,250.00 per lot.[75]

This five acre tract, the particulars of which we enclose, was purchased at the same price we paid for our property nearly ten years[100] ago. Thus we are able to offer you lots in equally as well located blocks at about one-half the price you ordinarily would have to[125] pay.

The owner of the five acre tract became tired of it—wanted to use his money on the Board of Trade—and it was[150] his own proposition that he sell it to us at this low price. Of course, we always avail ourselves of any such opportunity as this,[175] believing that if we buy a little under the market we will be able to sell a little under the market, and at the same[200] time make as much money as though we bought at the market and sold at the market.

We would suggest that you purchase two lots,[225] a proposition for which we enclose. Of course you would pay 6 per cent interest on deferred payments, with the privilege of paying any time[250] before.

We have other lots we can sell for less, but we do not consider them as cheap as these.

If you wish only one[275] of these lots, we would ask $1,250.00. We sold eight of these lots before we had the plat printed.[300]

Kindly wire us upon receipt of this letter

whether you are in position to accept our proposition. We should like to have you do this[$25] in order that we may not lose the sale of any lots by reserving them for any length of time.

Yours very truly, (348)

152

Woodmen of the World,
Cincinnati, Ohio.

Gentlemen:

Will you consider an exchange of your 50-foot lot on Michigan Avenue south of 56th Street, for a two flat brick building[25] No. 4000 Prairie Avenue?

If so, kindly advise and we will furnish you details.

Respectfully yours, (42)

153

Rudolph Kleybolte & Co.,
Omaha, Nebr.

Gentlemen:

You wrote us some time ago saying that you had a three-flat building, No. 3900 Wabash Avenue, for exchange.

Will you[25] consider in part payment a clear frame improved on State Street, that has a net rental of $420 per annum, or[50] an acre piece on 95th Street? If so, kindly furnish us details of your property, and a card of admission, and we will make you[75] an offer.

Respectfully yours, (79)

154

Mr. L. A. Anderson,
6943 Washington Ave., Chicago.

Dear Sir:

Have you any improved property to exchange for 200 feet, vacant, 73d and Vernon Avenue,

or vacant lot on South Park Avenue[25] near 31st, or vacant on Drexel Avenue and 54th Street? If so, kindly give us list and details by letter, or call.

Respectfully yours, (49)

155

Chas. J. Buddeke & Co.,
709-715 Union Trust Bldg.,
Cincinnati, Ohio.

Gentlemen:

In reply to your answer to our advertisement No. 931, Tribune: we have known of your property No. 9671[25] Woodlawn Avenue for some time. The location is desirable, as you state, but there is little value in the house. Our client would[50] not allow any. Can you make us a lower price for cash? If so, we think it will be favorably considered.

Our commission in[75] event of sale is 2 1-2 per cent.

Respectfully yours, (85)

156

Mr. R. P. Ellicott,
Chicago, Ill.

Dear Sir:

I wish to call your attention to the riparian right property shown on the reverse side of this letter.

The property is owned[25] by Eastern people whom I represent and who are desirous of closing out their Chicago interests and therefore are offering this property at a very low figure.[50]

This is an opportunity for a speculation as well as a safe investment in these lots. The prices at which they are being sold are[75] based on the lots as they are today. The last legislature passed an Enabling Act giving the Lincoln Park Board

authority to establish a uniform[100] shore line out in the lake—so the abutting property owners would have the additional land in lieu of damages for their riparian rights. This[125] would give the purchaser on the Sheridan Road an equal amount of frontage facing on the park which is proposed to be made by reclaiming[150] the submerged land.

Land which has recently sold at over $1,000.00 per front foot was made at the south end of Lincoln Park[175] by filling in the submerged lands.

I am in a position to offer the property at a very low figure on the following easy terms[200] if desired, viz: $500 yearly for five years, and the balance on the sixth year.

If you would like any further particulars, let me[225] hear from you on the enclosed card. It will pay you to investigate this.

Very truly, (241)

157

Mr. H. T. Lenor,
Stuart, Iowa.

Dear Sir:

Your favor of the 8th inst. received several days ago. I have been unable to see the owner of the S. 1-2,[25] 22, 99, 88, until today. The property is now held at $25.00 an acre, or $6,400.00 for the farm. The[50] title to the property rests in a government patent and is incontestable; and the property is free of encumbrance and liens, according to the records.[75]

We require a payment in cash of one-third the purchase price; balance in five or less equal annual payments bearing interest at the rate[100] of 8 per cent per annum.

All prices are subject to 5 per cent discount for cash.

Yours respectfully, (119)

Paper and Printing

158

Western Newspaper Union,
Chicago, Ill.

Gentlemen:

We have had an offer made us by the Central Newspaper Union, of Davenport, whereby we can get ready-prints, without advertising, at 2c.[25] per quire cheaper than we are now paying you for the same containing advertising. We shall be glad to stay with you, if you[50] can make us prices to meet these figures. Unless you can do equally well, you will please notify us and discontinue shipment of ready-prints[75] next week.

Awaiting your reply, we remain

Yours truly, (84)

159

Messrs. Jacquin & Co.,
321 Main St.,
Decatur, Ill.

Gentlemen:

We hereby accept your contract of the 16th inst., whereby we are to run your six-inch single column advertisement in the weekly[25] edition of our paper for the sum of $6.00, payment to be made upon completion of contract. Your advertisement will start in our next issue;[50] and we will place your name on our mailing list.

Yours respectfully, (62)

160

Mr. Lester V. Baderman,
114 North 28th Ave.,
Omaha, Nebr.

Dear Sir:

We have your letter of recent date and also sample of the purple paper. The sample you sent

us does not contain any[25] wax whatever. Of course, this does not at all compare with ours. The quality which we have been furnishing you and which we quoted you on last[50] week is far superior. If you will give it a test, we feel sure you will be convinced of this fact.

In a day or[75] two we will send you a sample of poorer quality at a lower price. It may answer your purpose; but it cannot give the satisfaction[100] which our No. 1 does. It seems hardly possible for us to get enough stock to fill our orders for this No. 1;[125] and the demand is increasing. We will always protect you first, of course, as you are one of our oldest and best customers.

In reference[150] to the fibre, it seems as though there was some mistake in the shipping-room in marking same. However, we believe you will find it is what[175] you ordered. You may charge up to us the time, expense, etc. of re-marking the bundles. We have written and telegraphed about the next lot[200] and are in hopes same will reach you in plenty of time.

Awaiting your further favors, we remain

Very respectfully, (224)

161

Inland Box & Label Co.,
1503 Blake St.,
Denver, Colo.

Gentlemen:

We are just finishing the printing of a pamphlet of city ordinances for this city, and would like to have an estimate of what[25] you will charge for binding same. There will be 124 pages; and we want them stapled and the backs pasted on. There[50] are to be 500 copies; 200 of them will have to be finished by the 31st inst. There is no hurry for the remaining[75] 300; and you could furnish them at your leisure.

Let us hear from you by return mail.

Yours truly, (96)

162

Sioux City Newspaper Union,
Sioux City, Iowa.

Gentlemen:

Replying to your favor of the 22d in reference to your order No. 7604, would request that you return to[25] us the 12 pt. Post Old Style lower case. We will send you the Schoeffer Old Style lower case at once by prepaid express.

Regretting[50] this mistake, we remain

Yours truly, (57)

163

Messrs. Joe M. Chapple & Co.,
Ashland, Wisconsin.

Gentlemen:

We are just in receipt of your reply to our telegram, and in reference to the same would say that it will be impossible for[25] us to ship this rule today, as it is not in stock and will have to be cut to order.

We will, however, see that[50] it goes forward on Monday.

Yours truly, (62)

164

Messrs. Brown-Lipe & Co.,
2328 Indiana Avenue,
Syracuse, N. Y.

Gentlemen:

We have wired you this A. M. thus: "Wire mill to rush Omaha paper immediately, answer if ready," and now confirm same. Since wiring you, however,[25] we are in receipt of your letter of the 20th inst. stating that you advised the mill to ship the order flat. We wish that[50] you would instruct them also to follow the shipment with tracer as we are in receipt of a letter from our

customer in Omaha stating[75] that if we cannot ship it immediately to cancel the order, as they must have it at once and can get it elsewhere.

To explain[100] the matter, would say that the order was given originally for the natural color in 40 lb. weight and was sold on a sample from[25] a mill which is near by. They have the paper in sheets; but we substituted yours, knowing they would prefer the color of your[150] paper. Had we ordered from the party whom we originally intended to order from, we would have had the paper shipped by this time. Hence,[175] you can see our anxiety to have no delay in this paper's reaching our customer. Anything you can do to hasten it we shall appreciate.[200] We hope to establish a trade that will be of some account in future in your line.

Yours truly, (219)

165

Western Paper Co.,
Fifteenth and Howard Sts.,
Omaha, Nebr.

Gentlemen:

Please ship us at your earliest convenience, a 25-lb font of your Drew series type, two of your best triple cases, and one[25] Little Giant lead cutter.

We ship you by C. R. I. & P. freight today, 75 pounds of old type metal to apply on the[50] order. Please deduct the value of the old metal from the shipment and send C. O. D. for the balance.

Yours truly, (72)

166

Mr. Wm. Earnest,
Morre, Okla.

Dear Sir:

As we have been informed that you intend to have a sale soon, we mail you under separate cover

today samples of our[25] public sale bills. We can furnish you the largest size bill at $2.00 for the first hundred, and 50c. for each additional hundred,[50] or the smaller bill at 20 per cent reduction from the above prices.

Hoping to be favored with your order when you get ready for the[75] bills, we remain

Yours very truly, (81)

167

Carpenter Paper Co.,
Twelfth and Howard Sts.,
Omaha, Nebr.

Gentlemen:

In reply to your favor of the 16th, will say that we could go to work at once on your printing if you see[25] fit to place your order with us. Our total cost for the work would be $90.75; and we will sign[50] contract to deliver same before March 1st.

We have just received a shipment of new type, which is the latest out for that class of[75] printing, so if you give us your order you will be sure of getting it done in an up-to-date manner.

Awaiting your reply, we[100] remain

Yours truly, (103)

168

Mr R. M. Smith,
4341 Armour Ave.,
Chicago, Ill.

My dear Sir:

Your favor of yesterday received. I am very much pleased to know that you have added the new line of paper to your stock. I[25] am sure you will be successful with it, as you were with the

others. You may be assured I will help you all I can[50] in the way of samples, information, quotations, etc.

With best wishes, I remain

Yours very truly, (69)

169

Messrs. Ramsey & Mulhern,
43 Hammond St.,
Philadelphia, Pa.

Gentlemen:

Some few days ago I wrote you a letter stating the nearest sizes I had to your order for Parchment paper, and the amount[25] of waste you would have to stand. Please let me hear from you by return mail in regard to this, as I have a chance to[50] dispose of the entire stock at a fair price. If you can wait two or three weeks, I can have the same made at the[75] mill and then there would be no waste. Kindly reply at once.

Yours very truly, (91)

170

Mr. James H. Bevans,
122 Merchant St.,
Decatur, Ill.

Dear Sir:

When you sent the last shipment of electrotypes for your Scott's Emulsion advertisement, you ordered us to run same until March 1st, at which[25] time you said you would send us a new set of plates. As the same have never arrived, we write you to ask whether you[50] have failed to make shipment, or whether same have been lost in shipping.

Trusting to hear from you by return mail, we remain

Yours truly, (75)

Wool Commission

171

Mr. H. B. Brown,
Bloomfield, Ill.

Dear Sir:

Your favor of the 17th inst. at hand and noted. We can only say that it is utterly impossible to give you any[25] correct idea of the value of your wool from such samples as you send.

Yours very truly, (42)

172

Messrs. I. Morse & Co.,
St. Louis, Mo.

Gentlemen:

When you are in the market for wool of any kind, we shall be glad to hear from you. There is about 40,000 lbs.[25] of "Original Package" New Mexico wool held by a party outside the wool trade. We think that this wool will be offered for sale in[50] the near future, and if there is anything that you can use, we will place samples before you and try to secure it for you[75] if possible.

When in need of anything in our line, we shall be glad to hear from you.

Yours very truly, (97)

173

Messrs. Hayden Bros.,
Chicago, Ill.

Gentlemen:

We are just receiving a consignment of 10,000 lbs. of Wisconsin Wool, which we expect to run largely at ⅜ and ¼ and[25] which will no doubt yield a large percentage of staple wool. Not having graded it as yet, we cannot name you a price. If you[50] are in the market for anything of this kind, we shall be glad to figure with you.

Yours truly, (69)

174

Mr. Charles Keech,
Hebron, Nebr.

Dear Sir:

Yours of the 1st inst. at hand. We have made a sale of your wool and enclose account of sale and check for[25] amount with the hope that same may be found correct and satisfactory.

We tried very hard to get more for this fine wool, but it[50] was an impossibility; and the way other wools have been selling, we have obtained full value for this. Of course, you realize it has been[75] a very unsatisfactory season for all concerned.

Yours truly, (84)

175

Mr. Frank E. Edwards,
Polo, Ill.

Dear Sir:

Your favor of the 19th inst. at hand and noted. We send you by freight, as requested, four wool sacks. We shall be[25] glad to handle your wool this summer, but you must not compare what we are able to do for you this year with what we[50] did last year, as circumstances are entirely different.

If we receive your orders, we will do the best we possibly can for you.

Yours very truly, (76)

176

Messrs. F. Cosgrove & Co.,
Decatur, Ohio.

Gentlemen:

Yours of the 19th inst. at hand and noted. As requested, we ship the 38 sacks of wool which we were to hold[25] until we heard from you.

Yours truly, (31)

Publishing

177

Mr. Henry B. Campbell,
111 E. 6th St.,
Joplin, Mo.

Dear Sir:

Your payment on account for the set of World's Best Literature which was due on the first of the month, has failed to[25] come to hand.

We trust that you will give this matter your prompt attention, and favor us with a remittance without delay. By so doing[50] you will greatly oblige

Yours respectfully, (56)

178

Mr. J. Edward Howard,
Chicago, Ill.

Dear Sir:

In reply to your inquiry we take pleasure in sending you under another cover prospectus of the Charles Dudley Warner Library of the[25] World's Best Literature, now nearing completion, also a booklet containing answers to the questions that you may wish to ask regarding this great work.

As[50] you will see from enclosed application blank, by joining the present Club you secure the Library at a saving on the regular subscription price of[75] over $1.00 per volume on the cloth binding, over $1.25 per volume on the quarter Russia binding, over $2.00[100] per volume on the half Morocco binding, and over $2.50 per volume on the full Morocco binding. This low price is[125] conceded to introduce the work quickly so that its merits may be well known by the time it is

complete, when it will be sold[150] by agents at the advanced price.

That there may be no hesitation or delay in your decision at once to take advantage of our Club[175] offer, we furthermore give you the privilege of ten days' examination of the volumes, when if not satisfactory they may be returned and your money[200] refunded. You have only to send your application on the enclosed blank with $3.00 when twenty or more volumes will be sent you at[225] once and the final volumes to complete the set within a few weeks.

We enclose return envelope and shall hope to welcome you as a[250] member of our present Club.

Yours very truly, (258)

179

Messrs. Dodd Mead & Co.,
39 E. Wabash Ave.,
Chicago, Ill.

Gentlemen:

The "Universal History" for which I subscribed a little over a year ago, and of which I received two volumes, has never been[25] completed, or at least I have never received any more books. The understanding was, when I bought the books, that I was to receive the[50] eight volumes in the year; now I have the first volume and the fourth volume. You must know that the books, incomplete as they are,[73] can be of little value to me and hence are a very poor investment.

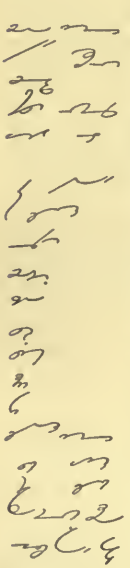
Please let me know what is the trouble. I hold receipt[100] for payment on the volumes received; but, I repeat, that money is lost unless the set is completed.

Yours very truly, (121)

180

Dr. Rudolph Horsky,
Horsky Blk., Chicago.

Dear Sir:



We are in receipt of your communication dated April 16th, and carefully note contents. We must say that we are surprised at the stand you[25] have taken in this matter. Of course it is not necessary for us to state that these books were sold you under contract, you agreeing[50] to pay a certain amount for the books, which have been delivered. We do not consider that the price which you have paid for medical[75] works has any connection whatever with the price we are asking for the library of the World's Best Literature. As to our accepting a return[100] of the books you have and refunding the money already paid, it is out of the question. We assure you that we are perfectly[125] willing to do what is right and fair by you.

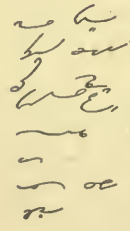
We would request that you communicate with us stating what you consider a fair discount[150] for the balance due on your account. We do not wish you to understand from this, however, that we feel in any way obligated[175] to accept your proposition.

Yours very truly, (182)

181

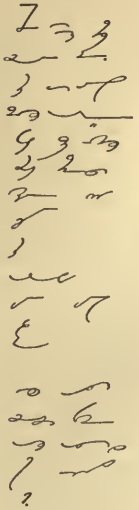
Mr. Frank Bracelin,
Grandledge, Mich.

Dear Sir:



Your letter from Battle Creek on the 23d, enclosing the Longman contract just at hand. We note what you have to say concerning[25] your check, but the delay has already been explained—Washington's birthday. We are glad to receive this contract from Mr. Longman, but of course, regret[50] the conditions annexed.

We think you are a little too frank, Mr. Brace-

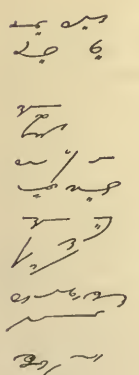


lin, in telling the people in general who sign these contracts that if[75] they have something better to do we will not make them work for us. Of course, there may be exceptions as in the case[100] of Mr. Longman; but if so, prefer to have you make the conditions in writing, as you have in this case; yet we are fearful[125] if you make this statement to all who sign, the contracts will not be worth very much. It is true that we would not literally[150] force a man to work for us if he desired to be released from the contract, but he ought not know this, and ought not[175] be told of it, except, as I say, in very exceptional cases, as the one mentioned. When these exceptions are made, kindly indicate it on[200] the contract.

We will send you by this mail today some more agency contracts, as per your request. Regretting that you have been delayed another[225] day, and wishing you the best of success, we are

Yours very truly, (237)

182



Messrs. Smith, Andrews & Co.,
Philadelphia, Pa.

Gentlemen:

Your statement of our account to Dec. 1st received; and we beg to call your attention to an error and overcharge therein. On Nov.[25] 12th we ordered three copies of Lew Wallace's "Ben Hur," cloth, and in your statement of Nov. 14th we find the same charged to us[50] at $3.15. Again under date of Nov. 20th you have the same item charged, whereas we ordered and received these goods but once[75] during the month of November last.

Kindly send us corrected statement and we will hand you check by return mail.

Yours very truly, (100)

Dry Goods

183

Messrs. J. Sterns & Co.,
Quincy, Ill.

Gentlemen:

We are in receipt of your favor and order of the 7th inst., and will give it our prompt attention. We mailed you our[25] catalog which will show you in what quantities our goods are put up. As a rule, all goods that are more than $2.00[50] per dozen can be had in almost any quantities; but where they are under that price, or what we call "Counter Goods," it is impossible[75] for us to sell less than a dozen of a kind.

We shall be pleased to receive your order for whatever quantity you want in[100] our line, and will always do our best to fill the order as desired.

Yours truly, (115)

184

Messrs. Bradley Bros.,
259-261 N. Water St.,
Decatur, Ill.

Gentlemen:

On our bill of Oct. 25th you will find that you are charged with one piece of damask No. 6805,[25] quality 330, 22 yards at 50c. This piece of goods must have gotten into your bill by mistake, as it is[50] not on the order as taken by Mr. Murtha. There is also an error in the price, as these goods sell at 72½c.[75] If you can use the goods at 60c., we will charge you up with the difference; but if not, kindly return it at our[100] expense. In case you return the goods, you will oblige us by sending the original paper along with it.

Kindly let us know at your[125] earliest convenience, and oblige

Yours very truly, (132)

185

The John Shillito Co.,
Race, Seventh & Shillito Place,
Cincinnati, Ohio.

Gentlemen:

Our salesman, Mr. Kriegsmann, will be in your city in a few days and will then have the pleasure of calling upon you in[25] regard to our line of silks.

We hope that you will hold whatever orders you may have until you see Mr. Kriegsmann, as we feel[50] sure that he will be able to interest you.

Yours truly, (61)

186

Boston Rubber Works,
Boston, Mass.

Gentlemen:

We have this day forwarded you an order through your Mr. Bennet, which we trust you will give your most careful attention. We wish[25] also to have the following goods forwarded by the same freight:

100 pairs rubber boots, style A, sizes 3s to 10s.
100 pairs[50] rubber shoes, style cd, sizes 3s to 10s.
30 pairs rubber boots, style XC, sizes 3s to 10s.

Yours truly, (70)

187

Messrs. Murphy, Grant & Co.,
Bush and Sansome,
San Francisco, Cal.

Gentlemen:

Your favor of the 14th inst. received. We are very sorry that the goods did not turn out just as you intended to order[25] them.

We are endeavoring to fill your order as closely as possible. If any mistakes are made they were due to our inability to[50] get the goods in time so as to fill your order to the letter.

In regard to the table oil cloth, the china, Japanese matting,[75] German damask doilies and towels, our shipping clerk says that the goods were sent last Monday morning, and were put in as part of the[100] order, so that you would not be obliged to pay extra freight on the shipment.

We regret that the mistake occurred, and hope that the[125] goods will reach you in good shape, and prove entirely satisfactory.

Yours truly, (138)

188

Messrs. Green & Co.,
155 State St.,
Chicago, Ill.

Gentlemen:

Your order was duly received; and the goods went forward by today's freight, with the following exceptions.

We were out of children's camel's vests,[25] ladies' jersey ribbed balbriggan, and men's natural wool and white merino. We regret exceedingly that we cannot give you these; but it is very late[50] in the season and our stock is, of course, very low.

Yours truly, (63)

189

Messrs. Correll & Francis,
Scranton, Pa.

Gentlemen:

We return in this a letter from Charles Kellogg & Company, and in reply to your notation will say that we never write[25] your customers in regard to the time of delivery, but always advise you. We have asked you repeatedly to inform them, so took it for granted[50] that you would in this instance.

We are very sorry to know that you are losing

orders; we are having no trouble at all selling the stock of Miners' American and Merrimack shirting prints at the figures quoted you. Consequently there is no reason for us to make the change.[100]

Very respectfully, (102)

190

Mr. Dawson Addison,
Hartford, Conn.

Dear Sir:

Our salesman will be in Hartford the latter part of this week, and we trust you will take advantage of his visit and[25] lay in a full stock of the many new lines of goods we are offering this season. He has a very complete line of the[50] latest novelties from Paris. Our stock of these goods is most complete in every way, Mr. Haws, the Junior member of our firm having spent[75] several months in Europe this fall in making careful selections of the leading goods.

Trusting we may be in receipt of a large order from[100] you, we are

Yours truly, (105)

191

Messrs. Linn & Scruggs,
100-122 S. Water St.,
Decatur, Ill.

Gentlemen:

Your esteemed order for Simpson's gray and black and white mourning prints through our Mr. Snow at hand today; and we have filled[25] it to the best of our ability.

Also your order for four dozen of gentlemen's balbriggan underwear at hand. We are entirely sold out of[50] the number you want; but we have a garment coming which has been jobbed at $4.50,

but which we will[75] sell you at the same price. We expect to be able to send it to you in two or three days.

Trusting that this will be[100] satisfactory, we remain

Respectfully, (104)

192

The B. & M. Men's Furnishing Goods,
201-3 S. Adams St.,
Decatur, Ill.

Gentlemen:

We send you today a line of nice fringed quilts in white and dainty colors, as samples. This is our entire line of these[25] goods. If you desire to reorder any of these numbers, tear off ticket from quilt and please state color and price. These were the[50] quilts you were asking about when our salesman last visited you.

Hoping to hear from you in regard to some of them, we are

Yours truly, (75)

193

Mr. G. F. Cottrell,
613 16th St.,
Denver, Colo.

Dear Sir:

We have placed to your credit allowance on Bates seersuckers, cotton coverts, and union crash, but in future we cannot sell them[25] at a better price than 9½—1—30 (9½c, one per cent off, thirty days), as the agents have requested[50] us not to do so in any case, and they say they will not allow their goods sold below 9½ — 1 — 30.[74]

Were it not for this, we would be glad to continue to sell them same as in the past.

Truly yours, (97)

B. O. BAKER
LAWYER
DALLAS, TEXAS

194

Messrs. Byrne, Andrews & Co.,
Latrobe, Pa.

Gentlemen:

We can furnish you wool blankets in white, black and white, black and red, scarlet, grey, cardinal, and fancy plaids.

Cotton blankets come only[25] in grey and white.

Our line of flannels is very complete, comprising Country flannels, Rumberger, Harmony and Alaska, plain twill flannels in white, scarlet, orange,[50] blue, and grey, Shaker flannels in white and scarlet. In this department we carry a full line of denims, duck, cottonade, cassimere and nankeens.

If[75] you will indicate to us about what stock you wish to carry, we will take pleasure in selecting a salable variety for you.

Yours truly, (100)

195

Messrs. Thompson, Belden & Co.,
Sixteenth and Douglas Sts.,
Omaha, Nebr.

Gentlemen:

We have asked you repeatedly to trace one case containing standard bleached goods, agate buttons, men's celluloid collars, chatelaine bags, linen damask cloths, nouveaute[25] de soire, beaded elastic belts, chain purses, which were shipped on May 5th by S. T. Bloomingston.

We enclose you bill of lading to show[50] you how and when these goods were shipped. As you do not seem to be able to trace them or find where they were sent,[75] we have taken the liberty of charging you up with the case of goods and hope you will make an early remittance for same.[100]

We shall expect you to give the matter your

immediate attention, and if you cannot locate the goods, send us your check and oblige

Yours truly, (125)

196

Mr. C. H. Fix,
Harrisburg, Pa.

Dear Sir:

Your kind order of the 22d inst. for crepe de chine, printed foulards, black mohair brilliantines, storm serges, electric velveteens in black, French,[25] and German plaids, at hand. We have filled the same as closely as possible.

We are short of one piece of serge like sample, and[50] one piece of blue cashmere. These two articles we have ordered from our home office, New York, and as soon as we receive them,[75] which will be in a few days, we will forward them to you. Let us know if you can wait until that time.

Thanking you[100] for the order, and hoping the goods will reach you in good season, and open up satisfactorily, we remain

Yours truly, (120)

Grocery

197

C. S. Morey Mercantile Co.,
16th & Wynkoop Sts.
Denver, Colo.

Gentlemen:

We have shipped today to your address, per American Express, the goods ordered in your favor of the 6th inst. Enclosed you will find[25] invoice of the same, amounting to $450.00.

Hoping that the goods may meet with your entire approval, and soliciting further orders[50] from you, we are

Yours respectfully, (56)

198

Mr. C. H. Farnum,
Mayworth, Kan.

Dear Sir:

Can we do anything for you in eggs? We are having a sharp demand as we always have at this time of the[25] year while the stock is fine and prices low. Having a large trade to supply, we are in position to handle your shipments promptly and[50] get every cent possible out of them. Other houses may quote you higher prices; but when it comes to actual sales you can depend upon[75] our being "strictly in it."

Our market is firm today at 12 to 12½c. Besides the large consumptive demand there will[100] be a heavy call for eggs during the next six weeks from parties wishing to put them in cold storage. We are always ready to[125] extend liberal accommodations to our shippers in the way of advances. Will return cases promptly. An early reply will oblige

Yours truly, (147)

199

Messrs. White & Black,
Greenville, N. Y.

Gentlemen:

We have your order for Star Bacon, which we are filling today and for which accept our thanks. The dried beef will not be[25] ready for shipment before the latter part of this week.

We also beg to acknowledge the receipt of your draft for $54.36, covering amount of last shipment.

Yours truly, (58)

200

Messrs. Keys & Co.,
Cincinnati, Ohio.

Gentlemen:

Kindly look at sample of molasses mailed you Aug. 31st, price 21c. Let us ship you sample lot of three barrels if you prefer[25] seeing it in packages. The molasses we feel sure will please you. It has been spoken of very highly by those who have used it.[50] We should be very glad to receive an order from you at any time.

Yours truly, (66)

201

Armour & Co.,
Anaconda, Mont.

Gentlemen:

Have you noticed the constant improvement in the Commercial's market reports and news service? "Primary Market Reports and Business News" is our motto, and[25] we are leaders in these.

Two-thirds of all the wholesale grocers in the United States are subscribers to the Commercial; but we want[50] them all! Will you start the new century right, by reading the oldest and best commercial paper in America "every business morning"?

We hope for[75] your order. Please reply on enclosed postal card.

With the compliments of the season, we are

Yours truly, (92)

202

The F. E. Sanborn Co.,
1509 Howard Street,
Omaha, Nebr.

Gentlemen:

Your letter of Sept. 30th received, in reply to which I beg to deny most positively the statement that we have ever allowed any[25] sugar or glucose in the car loaded in our warehouse, or any part of the same, to be unloaded in our warehouse to save demurrage.[50] The statement is a misrepresentation of the facts.

Yours truly, (60)

203

Riddell, Stadler & McClelland Co.,
140-146 N. Franklin St.,
Decatur, Ill.

Gentlemen:

We offer No. 1 butter paper, size and quality as inclosed samples 320 cwt. at $7.25 per[25] case of one hundred reams f. o. b. this city. This price is under the market; and we advise you to antici-

pate your wants and place your order by[50] return mail for immediate or future delivery.

Respectfully yours, (75)

P. S. Can we not interest you in Sandoe paper bags?

204

Decatur Packing & Provision Co.,
Dover, N. H.

Gentlemen:

The deal on Gold Dust washing powder for the retail trade of Maine, New Hampshire and Vermont, as explained by the enclosed important announcement,[25] will be withdrawn Saturday, December 15th.

Please instruct your salesman not to offer Gold Dust on the terms of this deal, after the date specified.[50]

Yours very truly, (53)

205

Mr. S. F. Carroll,
Leavenworth, Kan.

Dear Sir:

Your name has been sent us by our representative as being a prominent merchant in your section; and we believe you are in[25] the habit of always carrying some "St. Charles Evaporated Cream" in stock. If this is the case we want to thank you for your assistance[50] in marketing our product, and to ask you to kindly instruct your clerks to call your customers' attention to this excellent article.

The old fashioned[75] sweetened milk is fast dropping behind. Once customers try our "Unsweetened" you cannot get them to go back to buying sugar at 18 to 21c[100] a pound—for all

sweetened milks consist of not less than 40 per cent sugar, while our can contains nothing but pure milk reduced[125] to a consistency of rich cream by evaporation.

We preserve solely by the scientific application of heat, perfectly sterilizing our cream so that it will[150] keep indefinitely until opened, and using nothing but the richest milk from selected cows, carefully fed under our supervision on model farms in the best[175] dairy section in the world; the result is "Absolute Purity."

By recommending St. Charles Cream to your customers you are doing them a real service.[200] For infants it is acknowledged by leading physicians to be the best food obtainable, while for all cooking purposes it is unsurpassed, especially when used[225] in coffee, cocoa, tea, or in making ice-cream.

It gives you a good profit and you will never have any trouble with it, as[250] once sold it stays sold. We guarantee every can absolutely. If your regular jobber should not have any on hand, please drop us a line[275] and we will see that you are supplied.

We also beg to call your attention to the enclosed circular showing a cut of a handsome[300] bronze clock we are distributing among our patrons.

Yours truly, (310)

Fire Insurance

206

Mrs. A. B. Hyde,
Washington, D. C.

Dear Madam:

The insurance on your household furniture, at the above address, amounting to $1,000, will expire on January 4th; and I shall[25] be pleased to renew it for you.

The premium will be $15.00 for three years, being at the same rate that you paid when[50] the policy was transferred to your new location.

Kindly advise me by return mail regarding same.

Yours very truly, (69)

207

Mr. Benjamin Rawson,
Memphis, Tenn.

Dear Sir:

According to my memorandum, you should have insurance expiring this month on your dwelling and furniture. The memorandum you gave me some years[25] ago—so I may not have the date exactly correct.

If you feel that you can let us have this insurance on expiration, will you[50] kindly find out the exact date of expiration and amount, etc.? I shall appreciate it very much.

Fraternally yours, (69)

208

Mr. James Harwood,
Quincy, Ill.

Dear Sir:

Enclosed herewith we hand you memorandum of insurance expiring on your dwelling and furniture

on December 1, 1900. To renew this the same as it was before, it will cost you $4.20 for one year, or if you wish to take it for three years, it will cost you $8.40.

Kindly let me know for how long you wish it renewed and I will forward policy immediately. You can settle the first time you come to the city.

Very respectfully yours, (92)

209

Mr. J. B. Emmons,
Omaha, Nebr.

Dear Sir:

Permit us to call your attention to the fact that your bill, $10.50, has not been paid. This insurance was written, as you know, upon the application of Mr. John Smith, who at present is employed at our New York office. We, therefore, have not pushed this matter hard, but wish to state that our limit of credit usually extends no longer than sixty days.

Kindly remit the amount of premium to our office, on or before April 15th, and thus avoid our serving notice of cancellation upon you, and oblige

Yours respectfully, (99)

210

Mr. Charles Smith,
Grand Rapids, Mich.

Dear Sir:

We enclose herewith policy No. 8953, Insurance Company of North America, covering $1,500 on your household furniture at your Cleveland address. We also enclose herewith bill for premium on same with a credit of $1.65, due on

account of the cancellation of policy No. 35167, London & Lancashire, issued in the name of Ira M.[75] Coach.

Please remit the premium directly to this office, and oblige

Yours very truly, (89)

211

Mr. J. J. Weins,
101 Sixth Avenue,
Topeka, Kansas.

Dear Sir:

One of our customers has requested us to find out the rate charged for insurance on his buildings at Valley Falls, Kansas, and[25] we would be obliged if you can furnish us with the same.

The property is described as two frame buildings, situated on lots 5 and[50] 6, block 23, map No. 706, reports No. 93 and No. 94, Broadway Street, Valley Falls, Kansas.

Should we succeed in procuring[75] an order for the insurance we will be pleased to forward same to you.

Thanking you in advance for your kind attention, we remain

Yours very truly, (102)

212

Messrs. Ford & Breese,
Duluth, Minn.

Gentlemen:

Referring to the standing of the National Fire Insurance Company, concerning which we have had some conversation over the telephone, we would quote you the[25] following from the Insurance Reference Book of 1900.

United States Branch, Total Assets..$976,819.98.[50]
United States Branch, Net Surplus..$394,293.15.

The company was organized in[75] 1844, with a subscribed capital of 15,000,000 marks. It is the largest German company and has paid more than $100,000,000[100] in losses since organization.

You will see from these figures that the company is one of the best, and very strong financially.

Yours very truly, (126)

213

Messrs. Harbeson & Wallace, Mgrs.,
Phoenix Insurance Co.,
Columbus, Ohio.

Gentlemen:

Your valued favor of the 16th inst. came duly to hand; but I regret to say that I cannot give you the information[25] you desire. We have had but one small loss on cotton-seed-oil mills; and that loss occurred on a building that was not sprinkled[50] at all.

I do not know to whom I can refer you for the information, but I have read accounts of several fires in cotton-seed-oil[75] mills, which have been extinguished by the automatic sprinklers without loss to the insurance companies.

Regretting that I cannot give you the information[100] called for, I remain

Yours truly, (106)

214

Mr. E. B. Erton,
Philadelphia, Pa.

Dear Sir:

We wrote insurance for you in January on property belonging to Madge Coonley. This property was described to us at that time as[25]

being a two-story frame dwelling, situated 814 Monroe Street, and exposed to frame dwellings within twenty-five feet on each side. We[50] therefore, wrote up this insurance at 75c per annum, or $1.50 for three years, being the tariff rate for[75] such a dwelling.

Later on, we learned from you that the property should have been described as 814 West Monroe Street; and[100] our inspector, upon making a survey of the property, found that the building described was a store building, and therefore would come under a mercantile[125] rating instead of under the dwelling tariff. This will make the rate $1.50 per annum and $3.00 for three years.[150]

We have rewritten the policy, this time correctly, and enclose it herewith. We trust this explanation will make the matter clear to the assured.

Yours[175] very truly, (177)

215

Messrs. Thalman & Taylor,
Mobile, Alabama.

Gentlemen:

In reply to yours of the 6th, would say that the only insurance we do outside of Chicago and New York is that of the[25] property of those large combinations of capital like the American Tin Plate Co. and others, whose head offices are in the city of New York.[50] Is it that you cannot get satisfactory rates from your agents in the town, or are there not enough agents there to care for the[75] business?

Our method of handling this business is to get the various state boards to establish a rate and then we place business at the[100] established rate with the various agents throughout the country.

On general principles, and without knowing more of the subject, we would say that if

Mobile,[125] Alabama, is the head office of your company, you would better deal with agents at Mobile. It looks to us as though your proposition was[130] an entirely different one from the class that we are handling.

Yours respectfully, (164)

216

Mr. Ernest Titus,
Buffalo, New York.

Dear Sir:

The following policies, covering contents of your various barns, have not been returned to our office for substantiation of form and rebate:[25]

58,422,	Continental	$3,000
805,096,	Fireman's Fund	5,000
3,515,767,[50]	London & Lancashire	3,000
54,578,	Magdeburg	5,000
2,464,717,[75]	Williamsburg City	2,000

These policies expire May 23, 1901. The total insurance on your carriages, horses, etc., is[100] $30,000.

Will you kindly look up the above mentioned policies and send them to our office at your earliest convenience, so that we[125] may adjust the rate and form?

Yours respectfully, (133)

217

Mr. A. M. Hawkins,
Kansas City, Mo.

Dear Sir:

We have the following insurance expiring in January, covering merchandise belonging to C. J. Kellogg Co:

Jan. 9.—	Newark Fire	$1,000[25]
" 16—	London & Lancashire	1,000
" 17—	Williamsburg City	1,500

We enclose a memorandum and shall be glad to

hear[50] from you before the expiration of these policies, and to receive your order for renewal.

The rate this year figures $2.12. When[75] the celluloid company has moved out five cents reduction will be made, bringing the rate down to $2.07. This increase over[100] last year is due to the addition of a location charge of 64c. The location charge was adopted last January, shortly after your policy[125] was written, and provides that the firm on the second floor shall pay four cents, third floor, nine cents, and so on, always paying the[150] square of the floor. As you will see, you being on the eighth floor, are charged 64c.

You will notice from the schedule[175] of rates which I enclose that the celluloid company is marked as a 15c tenant. The next most hazardous tenant in the building is the[200] saloon which is a 10c tenant, so that you see the net reduction by the celluloid firm's moving out will be but five cents.[225]

Trusting this explanation makes the matter clear to you, we are

Yours respectfully, (238)

218

Mr. John Jones,
Pentwater, Mich.

Dear Sir:

We did some business with you last May under our then name of C. D. Arlington & Co., insuring some houses and barns[25] for Miss Carrie E. Brown. We should now like to make some inquiries regarding the insurance on some other houses which are within your territory,[50] as follows:

A small frame house known as the "Henry House," situated on lot 4, block 6, Brown's Addition to Pentwater,

A small brick building[75] used by Pentwater

storekeepers for storing oil, situated on block 9, Brown's Addition to Pentwater,

A warehouse building on fractions of lots 2 and 3,[100] block 4, Village of Pentwater,

A dwelling house covered with sheet iron, on lot 1, section 24, near the Village of Pentwater,

A frame barn[125] known as the "Brooker Place," near Pentwater.

Please investigate all these, and give us the approximate insurable value and also rates on the same, and[150] let us hear from you at your earliest convenience. This is all the property of Miss Carrie E. Brown.

Is the town of Whitehall within[175] your jurisdiction? There is some dwelling property situated near there which we wish to insure.

Yours very truly, (193)

219

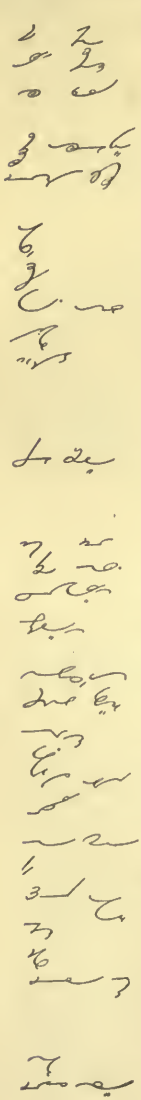
Mr. A. D. Barber,
Phoenixville, Ark.

Dear Sir:

As we wrote you some days ago, the Norwich Union Fire Insurance Co. of England, has ordered its policy 30,040,[25] covering the building 451 Monroe Street, canceled.

We have had the amount replaced; but the new policy has not been written for[50] the reason that since the policies which we sent you were written there has been an additional charge put upon the building by the Board[75] on account of electrical defects and other condition charges, of which fact the tenants have been notified. We were informed that the improvements are being[100] made.

We wish to avoid, if possible, writing up this new policy for $2,500 at a higher rate than will be[125] in force after the improvements are complied with; but as the Norwich Union are very urgent



in their demand for their policy, to which they[150] are entitled, we have to request that you kindly forward same to us in order that we may surrender it.

If we find that[175] the requirements of the Board will take some considerable time, we would advise you to have a new policy written up, with the idea of getting[200] it rebated when the requirements are complied with.

We have had a great deal of trouble with the rate on this building, and trust[225] you will recognize the fact that we are doing the best we can under the circumstances.

Very respectfully, (242)

220

Mr. James O'Farrell,
Chicago, Illinois.

Dear Sir:

Your company is one of the number which we are using in writing up all the business of the American Tin Plate Co.,[25] the American Sheet Steel Co., the National Steel Co., the American Steel Hoop Co., and the American Can Co.

The last named organization has several[50] factories on the Pacific coast. We think that there is a rule among the companies represented on the Pacific coast, which prohibits the payment of commission to[75] any except resident agents in that territory. Non-resident brokers and agents are not recognized. Unless this rule is changed, the entire Pacific coast business, amounting[100] to about $3,000,000, will be lost to the insurance companies doing business there.

What the Pacific coast agents should do is to pass[125] a rule similar to one in force in Pennsylvania. The Pennsylvania agents allow commission to non-resident agents on the business of non-resident corporations.[150]

Ours is not the only business that the California

agents are about to lose, unless this rule is amended.

All of the above organizations are,[175] of course, non-resident corporations so far as the California agents are concerned.

These large combinations of capital have come to stay; and the agents[200] on the Pacific coast, as well as elsewhere, might as well recognize the fact that the business, so long as it is insured at all,[225] has got to be handled by some one concern, and that no one is going to handle it without receiving a commission for it.

Won't[250] you use your good offices with your Pacific coast manager to see if this rule cannot be amended?

The arbitrary and ridiculous ruling of the[275] Insurance Commissioner of Ohio, which prevents writing anything except specific policies on the manufacturing plant, prevents our obtaining proper indemnity for our clients even at[300] the advanced rates. This has necessitated the trusts' making arrangements to place the entire Ohio insurance with a foreign syndicate, where it can be placed[325] under a blanket policy with an eighty per cent clause and a pro rata clause, which they are perfectly willing to use.

Unless the California[300] agents can be brought to their senses, it will be necessary for us to take the same action in regard to the Pacific coast business.[375] We dislike exceedingly to have anything of this kind happen. For the reason that we are firm believers in the local agents' rights, it has[400] always been our endeavor to share the business of this nature, which we control, with them.

A letter to your Pacific coast manager would probably[425] be of considerable assistance in bringing about the desired results.

Yours very truly, (438)

Hardware

221

Lobe-Cutter Lumber Co.,
326 Lumber Exchg. Bldg.,
Seattle, Wash.

Gentlemen:

Your valued favor of the 31st ult. received. We have entered your order for thirty-five thousand (35,000) kegs of nails, and note one[25] thousand (1,000) kegs to be shipped immediately, and balance five hundred (500) per week.

We are now putting the nails on the landing,[50] and expect to be able to hand you invoice and bill of lading for one thousand (1,000) kegs of nails tomorrow.

Thanking you for[75] thus favoring us, and hoping we may merit your future orders, we remain

Yours very truly, (91)

222

Messrs. Snyder & Co.,
Meadville, Miss.

Gentlemen:

We have yours of October 29th. The order for glassware and packages that you sent us will cost you $75.40,[25] less $2.26 discount for cash, or $73.40 net. If you will remit New York exchange for this[50] amount, we will ship the goods to either Selma or Akron Junction as you may direct.

We are shipping today by the Ocean Steamship line[75] the three-tine hay and feeder coke forks, one dozen each, mortise rim, genuine bronze locks, one hoze nozzle, two dozen harness snaps, and other[100] goods. They are marked "S" as indicated. Hoping they will reach you safely, we are

Yours truly, (117)

223

Tenk Hardware Co.,
Quincy, Illinois.

Gentlemen:

In answer to your letter of the 20th in regard to repairs for gas ranges, will say that we keep all parts at our[25] warerooms. The piece that you mention will cost you 25c. Shall we send the stove brush and polish up?

Very truly yours, (48)

224

Moore Hardware & Iron Co.,
1529-1539 15th St.,
Denver, Colo.

Gentlemen:

Answering yours of the 18th: we will decide within a few days whether we will place an order for import on chains, knives and[25] forks and general cutlery, or not.

Yours truly, (33)

225

Messrs. Carrigan, Hayden & Co.,
23 Beale St.,
San Francisco, Cal.

Gentlemen:

Referring to your order of the 20th inst. for shipment to the Wisconsin Carriage Top Company, you will please change the No. 3 Baltimore[25] Lamp to No. 2 and oblige

Yours truly, (33)

226

The Pickering Hardware Co.,
Fifth & Main Sts.,
Cincinnati, Ohio.

Gentlemen:

If you wish any repairs for the fire-pot in your range, which is called a No. 22 Family Range, you will find them[25] described on the enclosed circular under those repairs marked "B." If you wish any top plates, you will find them also described on circular where[50] we have marked it with a cross. Notice the check in red ink for rice boilers, dish pans, tray pans and muffin pans, twelve holes.[75]

Yours respectfully, (77)

227

Palace Hardware Co.,
603 Market St.,
San Francisco, Cal.

Dear Sirs:

Enclosed please find circular of repairs. Fire pot "L" is a round fire pot which may go in your range. Fire pot "M"[25] is used exclusively for wood. We also use an oblong fire pot in your range. Please order repairs by number.

Yours truly, (47)

228

Messrs. W. W. Montague & Co.,
311 Market St.,
San Francisco, Cal.

Gentlemen:

Your postal card of the 20th is received; and we are very much surprised to learn that the plate over the fire has[25] cracked, as you say. We will furnish you one of these plates free of charge, provided you pay the transportation charges on it.

This is[50] the first complaint we have heard of our Charter Oaks. Perhaps the damper needs regulating. Please see if it is down; this, you know, causes intense[75] heat, front.

Awaiting your pleasure, we remain

Very truly yours, (85)

229

Messrs. Lawrence & Company,
1128-38 Market Street,
Philadelphia, Pa.

Gentlemen:

We regret being without your valued orders for our "B" cotton rope, but hope to hear from you when again in the market. We[25] quote you special prices as follows:

1-4-inch and larger sizes, in coils.....7 1-2c
3-16-inch in coils[50].....8c

Freight paid. The quality of this rope has been much improved; and we hope to have your order by return mail.

Yours truly, (75)

230

The Wm. Miller Range & Furnace Co.,
125 E. 5th St.,
Cincinnati, Ohio.

Gentlemen:

Referring to your favor of the 23d, would say that we shipped the hardware complete yesterday, with the exception of the bibbed[25] neck carriage bolts. These we do not carry in stock, and are unable to find in the city at present. As the quantity is[50] so very small, we will not order them from the factory unless you advise us to do so.

Thanking you for your order, we are

Yours truly, (74)

231

James Morton & Son Co.,
1511 Dodge Street,
Omaha, Nebr.

Gentlemen:

Referring to yours of the 5th, would say that if you will send us order for the fifth-wheels you will want and make[25] your order as large as possible, we will take in enough more to make the five dozen so that we can get the price. We[50] have a fair stock on hand at present; but are willing to join you as an accommodation. If this is satisfactory, kindly mail your order[75] to the writer, and it will be promptly attended to.

Yours truly, (87)

232

The Witt Cornice Co.,
Eighth & Broadway,
Cincinnati, Ohio.

Gentlemen:

We are in receipt of your esteemed favor of the 22d, and note that you cannot make the seat handles ordered of you on[25] the 18th. Please return our samples to us by return mail.

Please give us your best prices on half flat head adz, double bit axes,[50] rafting augers and rat tail files, and oblige

Yours truly, (60)

233

Mr. W. N. Mertieffe,
Marianna, Fla.

Dear Sir:

This is to advise you that we can now furnish our celebrated Spathite Softener at $16.00, four months, delivered at Marianna.

We are[25] in position to make prompt shipment of ridge, capping, riveting hammers, circular, cross-cut, and mitre saws, and grain scythes. We trust you will favor[50] us with an order.

Yours truly, (56)

234

Messrs. Miller, Sloss & Scott,
Fremont and Mission St.,
San Francisco, Cal.

Gentlemen:

We are in receipt of yours of the 4th, containing order for one No. 8 July stove, with check for $17.25.[25] We are pleased to ship you today, to Mitchell, Ga., one of our largest size No. 8 July stoves, with utensils, at the $17.25.[50]

We desire to thank you very much for this order and think you will be well pleased with the stove; and whenever[75] in need of hardware of any description should be delighted to serve you.

Yours truly, (90)

235

Messrs. Morehouse & Wells,
134-140 E. Main St.,
Decatur, Ill.

Gentlemen:

Replying to your favor of the 1st, we beg to hand you herewith drawings of the panels and sash. What we want for the[25] panel is a small door of the same size given, with one raised O. G. panel, as per sketch. Both the small doors and the[50] sash are to be hung to swing back and forth, coming together in the center.

Trusting this will enable you to fill the order intelligently,[75] we ask to remain

Yours very truly, (82)

236

Union Iron Works,
222 Market St.,
San Francisco, Cal.

Gentlemen:

Thanks for your favor of the 9th. We are pleased to quote you three Roller King Mills (see page eight, catalog sent you):

No.[25] 1, at $13.50, No. 2, at $20.00, No. 3, at $45.00, all less three per cent for cash, ten[50] days or sixty days net.

Allow freight to San Francisco. Evaporators would be Cook's pattern, galvanized steel.

Would be pleased to have your order.

Yours truly, (76)

237

Quincy Stove Mfg. Co.,
Quincy, Illinois.

Gentlemen:

Replying to yours of April 2d, will say that we mail you under separate cover our newest catalog and price list of hardware. We[25] can quote you on the jelly tumblers, as described on price list, as follows:

1-2 pt. plain, with tin top, 15c per doz.[50]

1-2 pt. plain, with tin top, patent fastener, 18c per doz.

1-2 pt. optic, with fluted top, 15c per doz.[75]

1-2 pt. optic, with name blown in, 19c per doz.

The prices on jelly tumblers are for immediate acceptance, only.

Very respectfully, (99)

Packing

238

Armour Packing Co.,
Fulton Street,
Boston, Mass.

Gentlemen:

Confirming our wire of today, it is necessary for us to instruct you not to make further contracts on either breakfast bacon or hams[25] at less than ¼c. per pound per month carrying, because others, including the three Boston packers, have agreed not to sell on any other[50] basis. This, therefore, should not work in any way to your disadvantage.

Yours very truly, (65)

239

Mr. W. E. Duncan, G. F. A.,
Baltimore & Ohio Railroad,
Baltimore, Md.

Dear Sir:

On Monday, February 3d, we delivered to your line car No. 6492 loaded with fresh meat for our[25] Baltimore branch. I am advised by them that they did not receive the car until 6 o'clock on the morning of the 7th. This is[50] nearly twenty-four hours late. On account of this delay they missed the sale of the beef on that date, and as we had sent them[75] a regular car they, next day, had a surplus on hand. Of course when this is the case they generally have to sell the meat[100] at a loss. As the car was delivered to your company in good time on the third, I am at a loss to understand this[125] delay and shall be obliged for an investigation and report.

Yours truly, (137)

240

Mr. Chas. A. Salmon,
New York, N. Y.

Dear Sir:

We confirm our night message of even date as follows:

"Materials higher; expect to advance prices tonight. Make limited sales today. Strictly confidential."[25]

Owing to much stronger prices obtainable for raw materials there is a strong feeling existing among manufacturers; and better prices will undoubtedly prevail from this[50] time forward. We give you the above information in order that you may protect your trade.

Hope to have orders from you by wire tonight.

Yours truly, (77)

241

Mr. J. J. Conron,
Care Armour & Company,
Scranton, Pa.

Dear Sir:

We took up with Mr. Kerr your letter of the 4th, where you stated that certain dealers in the Easton and Allentown districts,[25] notably Scheuer & Company, were buying at New York and Jersey points smoked meats at less than agreed lower section prices. He says that this[50] man Scheuer comes into New York every Monday and buys a lot of stuff of one kind or another, that any goods he buys are[75] bought at an f. o. b. New York price; and he pays his own freight.

Of course you will readily appreciate that we could not[100] refuse to sell a man, no matter from what section he hailed, so long as he was willing to pay our price for the goods at[125] the point of pur-

chase. As to permitting one of our New York or Jersey houses, or one of the Armour Packing Company houses, to go into[150] the lower section and to cut prices—that would be manifestly improper and you may be certain is not being done.

On this matter of restricting[175] the lower section territory, if you have sounded any of the local people on this, let us know and keep us advised of any new[200] developments. We are in favor of it; but it may be the local people, who are really the strongest element in that territory, may object[225] to curtailing the present limits.

Yours very truly, (236)

242

Messrs. Armour & Co.,
Allegheny, Pa.

Gentlemen:

We note carefully your recent favors. We are not willing to sell skinned hams and heavy regular hams on a basis of the pat[25] market as we feel this heavy product is worth a little premium, and especially so as it is in such small compass, not only with[50] us but all our friends.

We also note what you say about Paul Dunlevy's buying beef hams below the prices we gave the Junior when[75] with us, and also that he is getting his supplies from Libby. If it is possible for you to run this down we wish you[100] would do so, and ascertain exactly what Libby sold him and at what prices, as their selling figure should not be any different from our[125] own. When I say this you will understand what I am driving at. Any information of any kind sent us will always be treated with[150] the strictest confidence.

Yours very truly, (156)

243

Mr. W. W. Shoemaker,
Care Armour Packing Co.,
Kansas City.

Dear Sir:

We have yours of the 5th. For your information would say our general agreed price on boiled hams in the East at present[25] is 16½c., which price will remain unchanged for next week. We are as anxious as you can be to get a price for[50] these goods; but you will understand we have something else to consider besides our own desires in the matter. Inasmuch as we are[75] making the prices on all these provision products to your Eastern houses we hardly think you just intended to give us any instructions in the matter,[100] as one might infer from your letter.

Yours very truly, (111)

244

Mr. J. J. Conron,
Care Armour & Company,
Scranton, Pa.

Dear Sir:

We have yours of the 10th, reporting conditions in the Allentown section, and note you say you are entirely safe in stating that[25] forty per cent of the trade in this district is going to outside parties, such people as Dold and Klinck, as well as one Cincinnati[50] packer and certain New York and Philadelphia jobbers doing a nice business there. Now, if this is the case it would appear to us as[75] if you were holding prices too high in that section and simply inviting outside competitors to come in there and do business. We recommend, therefore,[100] that at the next meeting

you reduce your present limits to the extent of at least ¼c. a pound.

Very truly yours, (125)

245

Mr. J. P. Prather,
Boston, Mass.

Dear Sir:

We are in receipt of a letter from Messrs. Bach, Cory & Co., in which they claim an overcharge of ¼ of[25] a cent on "White Label" lard, invoice of April 29th, they claiming that "White Label" was bought on a basis of 6¼[50] when your wire of the 26th, to which we respectfully refer you, advises sale at 6½. We have written Messrs. Bach, Cory[75] & Co. that immediately on hearing from you in the matter we will write to them.

Awaiting your further favors, we remain

Yours truly, (99)

246

Mr. R. C. Neff,
Taylorville, Ill.

Dear Sir:

We confirm our night message instructing you to hold dairy solids at 14c., C. F. I., wholesale and retail respectively, as stated[25] in the previous message. The market for raw material is higher; and these advanced figures barely let us out on cost.

Referring to your wire[50] order for 150 packages at 10c. for Bach, Cory & Co., would say that we could not in justice to ourselves[75] accept an order at this low price for shipment covering the entire month of May and therefore wired you accepting 50 packages shipment May 1st,[100] only.

Trusting that same will be satisfactory, we remain

Yours truly, (111)

Cotton

247

Messrs. Callahan & Crowninshield,
Portsmouth, Md.

Dear Sirs:

We are in receipt of your valued favor of the 9th inst., enclosing invoice and weights of 5 bales long staple Cotton, B/L to[25] follow. We shall hold for further instructions.

Yours truly, (35)

248

Messrs. Erbuig & Halliday,
310 Broad St., Philadelphia, Pa.

Gentlemen:

Please accept our thanks for the check which we received today. We send you samples of 16 bales, marked TTT, which we shall[25] bill at 8c on account of the cotton sold you some time since, if you wish it. Will you kindly examine same tomorrow. The[50] writer will call you up by telephone and see if you want some. Our reason for wishing to know is in order to be able[75] to ship cotton on Saturday, as we have to move it to the warehouse on that day if we do not sell it.

Yours truly, (101)

249

Messrs. Howard, Chandler & Christie,
Brunswick, Ga.

Gentlemen:

Your esteemed favor of the 9th inst. duly received and noted. We are in receipt of samples of which you speak, and are at[25] work upon same. We hope to be able to send you a bid in the course of a day or two.

Yours truly, (48)

250

Mr. C. W. Hogan,
Columbus, Ga.

Dear Sir:

We are in receipt of your esteemed favor of the 9th inst., and note contents. We shall endeavor to ascertain the private mark[25] and number on the bale, though we doubt that we shall be able to do so. We shall sell the 5 bale shipment to the[50] best advantage on arrival, or as soon thereafter as possible. The market is full, with a slight downward tendency.

Yours truly, (71)

251

Mr. W. C. Gordon,
120 Lake St.,
Chicago, Ill.

Dear Sir:

Replying to your favor with reference to the Lowry compress, I would state that I have been running the Lowry compress here at[25] our gin for the last two seasons. The press has given us and our customers who used it perfect satisfaction, both in its mechanical working[50] and by reason of the ready sale of the Lowry cotton right at the gin at a premium of from one-fourth to one-half[75] cent net over the square bale.

The exact weight of the bale being stencilled on the covering, the farmers thus obtain the full weight of[100] the actual cotton as it leaves the gin, and thus save the usual "loss in weight" in the hands of factors and commission merchants. They[125] also benefit by the compactness of the bale and the ease with which it can be handled and stored.

In spite of opposition from parties[150] interested, directly or indirectly, in square bale compresses,

the Lowry bale is winning favor and growing in popularity every day by reason of its merits.[175] This is proved by the fact that the first season we had the Lowry press we put up on it only 132[200] bales; the second season we put 523. Many farmers who were opposed to it at first now declare they will[225] put up their product in Lowry bales only, and next season we confidently expect to double or treble our output at our gin by reason[250] of the advantage the Lowry press gives us over the square bale ginneries.

As far as the mechanical working of the press is concerned, we[275] can say that we are perfectly satisfied. We have had no interruptions from chokings, no heating of plates or straining of parts, and no trouble[300] in directing or instructing unskilled employees how to use and handle the press. In fact, it is less trouble to run the Lowry than it[325] is to run the average box bale press, takes less labor, and therefore is a net gain to the ginner. We feel confident that the[350] success of the Lowry press is assured, and that no gin having competition can afford to be without it.

In closing we would say that[375] we shall be glad to answer any question that prospective lessees may want to ask.

Yours truly, (392)

252

Mr. Fred Lieder,
323 Main Street,
Houston, Texas.

Dear Sir:

Please accept our thanks for the check for $572.29 covering balance of your account. We enclose[25] herewith receipt in full. We send you today samples of 25 bales of cotton marked B. T., which we shall bill at $0.08⅜[50] on account of the

cotton sold you a few weeks ago. Will you kindly examine at the earliest possible moment, and telephone us[75] if you want same, not later than tomorrow noon.

Please give this matter your immediate attention, and oblige

Yours very truly, (97)

253

Messrs. Dawson & Perry,
Houston, Texas.

Gentlemen:

We are in receipt of your valued favor of the 21st enclosing invoice and weights of 25 bales of cotton marked K-X and note[25] that you say bill of lading will follow later. We shall hold this cotton for further instruction, and trust you will be able to dispose[50] of same to good advantage.

Awaiting your further favors, which we assure you we appreciate, we remain

Yours very truly, (70)

254

Messrs. Howard & Sons,
New Orleans, La.

Gentlemen:

Your esteemed favor of the 2d inst. duly received and contents noted. We are in receipt of the samples of cotton of which you speak,[25] and are at work upon same, and think we shall be in a position to make you a price on them within a few weeks[50]—the first of April at the latest. In the meantime we shall be glad to hear from you on matters of mutual interest. We[75] beg to call your attention to the clipping from the Globe Democrat enclosed, and should like to get your opinion on it.

Very truly yours, (100)

Lumber

255

Sayre-Newton Lumber Co.,
23d and Blake Sts.,
Denver, Colo.

Gentlemen:

Your valued order of the 1st for joists and braces through our Mr. Frank Dowdy to hand and entered; and we beg to advise[25] you that unless unavoidably delayed same will go out on or before February 15th.

Thanking you for this as well as past orders, we beg[50] to remain

Very truly yours, (55)

256

Lawther Lumber Co.,
Springfield, Ohio.

Gentlemen:

We require for immediate shipment 15,000 ft. of 1x6—No. 1 white pine fencing. We could use 10 ft.[25] or 6 ft. tallied as 5 ft. If you can supply, kindly name us price f. o. b. Chicago.

Yours truly, (46)

257

Messrs. Green & Meridias,
Appleton, Wis.

Gentlemen:

We are in the market for a few cars 1x6 No. 1 white pine fencing 5 and 10 ft., or can use[25] 6 ft. counted as 5 ft. Half dry will do. To what extent can you furnish, and in what lengths? Quote price f. o.[50] b. Chicago.

Yours truly, (53)

258

Messrs. H. J. Sherwood & Bros.,
29 Avenue J, Mobile, Ala.

Gentlemen:

We have yours of the 9th enclosing order for one car of No. 1 common 2¼ in. face flooring at $10.00[25] per M. You have possibly overlooked the fact that our stock is worked 2½ in. face, or you would not have cut the[50] price quoted you. We have all the business that we can possibly look after at regular list price; consequently, cannot accept order for less than[75] the price quoted you.

Thanking you for the favor, we beg to remain

Yours very truly, (91)

259

Messrs. Mollenkopp & Co.,
Blount Springs, Ala.

Gentlemen:

Answering your esteemed inquiry of the 13th, would say we do not get any drop siding, case or base; and as this constitutes the[25] larger portion of inquiry, we are unable to make you figures.

At any time you are in the market for flooring or ceiling would be[50] more than pleased to hear from you, and believe we can give you prices and furnish stock with which you will be very much pleased.

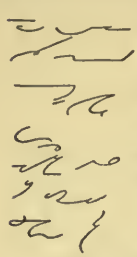
Yours truly, (77)

260

Messrs. Underwood & King,
Ishpeming, Mich.

Gentlemen:

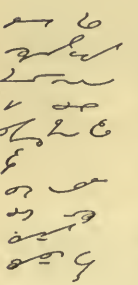
The peculiar adaptability of satin walnut or red sweet gum to the requirements of furniture manufacturers, cabinet makers and producers of



interior finish is[25] too well known to need any special comment here.

We have a block that was carefully manufactured from large, straight timbers selected with a view[50] to producing lumber practically all red; and in order to open up a trade with you, we offer all, or any portion, of this lot,[75] subject to sample car, at the following prices, f. o. b. your city:

	1 in.	1¼ in.	1½ in.
1st and[100] 2d Satin Walnut..	$45.00	$50.00	$55.00
No. 1 Common.....	40.00	45.00	50.00



TERMS:—Freight net; balance 2 per cent[125] cash 10 days; 60 days net. On orders for more than one carload the terms of payment shall apply to each car shipped same as[150] if order had been given for each car separately.

This is a special offer and cannot be held open for acceptance later than March 1,[175] 1904.

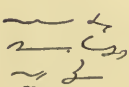
Send us your inquiries for hardwoods. We are wide awake and can save you money on your purchases.

Respectfully yours, (199)

261

Mr. R. B. McBride,
Wades Park, Ga.

Dear Sir:



The carload of shingles arrived this morning and came up one thousand short. Please send us corrected invoice for same.

We hope you[25] will make it convenient to call and see us in regard to the framing, as the person ordering this framing is very much disappointed on[50] account of your failure to ship.

Yours truly, (58)

262

Messrs. James Adams & Co.,
Wausaw, Wisconsin.

Gentlemen:

Please name us your best prices on the following items, f. o. b. cars Chicago:

10,000 ft. 1¼x10 in.[25] and wider, 16 ft. C Select White Pine, rough.
10,000 ft. 1½x12 in. and wider, 16 ft. C Select White[50] Pine, rough.
10,000 ft. 2x12 in. and wider, 16 ft. C Select White Pine, rough.

If you are in a position to[75] furnish these items, let us hear from you immediately. An early reply will be appreciated.

Yours truly, (92)

263

Mr. Samuel O'Sullivan,
568 Commerce St.,
Louisville, Ky.

Dear Sir:

As we advised you, we wrote to the Mercantile Agency to which you subscribe and have just received the following message from them,[25] "Accept order. Indiana party considered good. Will arrange with them," which we trust will be satisfactory to you.

We trust we have done you a[50] favor by getting you the rate adjusted properly. May we ship the car of lumber mixed, bone-dry, cedar, cherry, chestnut and cotton?

Yours truly, (75)

264

Collins Bros. Lumber Co.,
Chippewa Falls, Wis.

Gentlemen:

Our present requirements are for the following:

700, 7 in. top, 35 ft., White Cedar Poles,
150, 6 in. top, 35 ft., White Cedar Poles,
500, 7 in. top, 30 ft., White Cedar Poles,
50, 6 in. top, 30 ft., White Cedar Poles,

all live peeled White Cedar graded in accordance with the standard specifications of the Northwestern Cedarmen's Association.

You will please quote your lowest cash price on all or any portion of the above you can supply promptly, naming figures f. o. b. point of shipment.

Let us hear from you at once, and oblige

Yours truly, (105)

265

Messrs. Clifton & Morse,
Eau Claire, Wis.

Gentlemen:

Believing that this is an opportune time for providing your present and near future requirements of shingles, we take this means of acquainting you with our stocks that are carried at mill.

These shingles are perfectly manufactured, have been well cared for under cover, and therefore, while in good shipping condition, still retain the same bright appearance as newly manufactured stock. The quality is just as represented and will rank second to none. We quote f. o. b. your city:

For shipment from Lot B.

18 in. White Pine Shingles, 5 to 2¼ in. 6 M. Sound Butts.

18 in. White Cedar Shingles, 5 to 2¼ in. 46 M. Sound Butts.

16 in. White Pine Shingles, 5 to 2 in. 8[125] M. XXXX Clears.

16 in. White Cedar Shingles, 5 to 2 in. 2320 M. XXXX Clears.

30 M. Choice Star[150] A Star, 8 in. and better, Clears out.

90 M. Choice Star A Star, 5 in. and better, Clears out.

173[175] M. Standard Star A Star, 5 to 10 in. Clear.

Can ship any shingles from Lot B in same car.

Yours truly, (197)

266

Mr. V. H. Hanson,
Stephens Pottery, Ga.

Dear Sir:

Replying to your esteemed inquiry of the 11th, we beg to say that we do not sort our Heart Face until after the[25] stock is run, and as we make such a small quanity of the jointed stock, it would be twelve months before we could get out[50] this much Heart Face; consequently are not in position to quote you.

Thanking you, however, for remembering us, we beg to remain

Very truly yours, (75)

267

Mr. J. D. Reynolds,
Marquette, Mich.

Dear Sir:

We require for prompt shipment a carload of 1st and 2d clear yellow pine finish, to be shipped in the rough,[25] made up as follows:

4,000 ft. 1x6 in.
2,000 ft. 1x8 in.
3,000 ft. 1x10 in.[50]
Bal. of car 1x12 in.

If you can supply this stock promptly, would be glad to have your best prices f. o. b.[75] Chicago. By prompt shipment we do not mean shipment any time within the next six months, but would require it to be made within two[100] or three weeks at the outside.

Yours truly, (106)

268

Messrs. Howard O'Neill & Co.,
503 5th Ave., Corner 42d St.,
Dunham, Alabama.

Gentlemen:

Your order of the 5th at hand and noted. We are sorry not to be in position to name you prices on flooring and[25] ceiling at this time.

We have, however, had quite an active trade in this and other stock recently from this section, and on account of[50] not being in shape to take any orders for dressed lumber, were unable to make price though we are in shape to get out rough[75] lumber and timber.

Thanking you for the order and regretting our inability to price same, we are

Yours respectfully, (94)

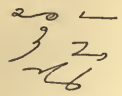
269

Geo. E. Foster Lumber Co.,
Merrill, Wisconsin.

Gentlemen:

Would you kindly inform us by return mail the best price at which you can furnish f. o. b. cars Chicago, Illinois:

275[25] pieces 2x8-20 No. 1 Hemlock, rough,
30 pieces 8x8-18 No. 1 Hemlock, rough,
32 pieces 8[50]x8-20 No. 1 Hemlock, rough.



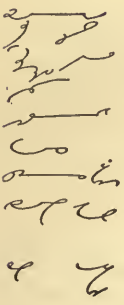
We require these for immediate shipment. If you have to cut these to special order, inform us how long it would take before shipment could be made. If price permits, will order immediately.

Yours truly, (91)

270

Messrs. Raymond, Smith & Co.,
Indianapolis, Indiana.

Gentlemen:

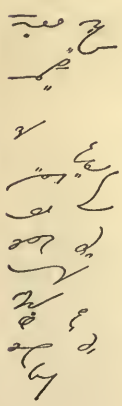


We are in the market for several thousand 6-inch top 25 ft. white cedar poles, to be good, first-class stock, for[25] Chicago delivery. Shipments may begin at any time and be completed within two or three months. Please name us your lowest price f. o. b.[50] cars Chicago on these poles, stating how many you can furnish. Hope you can name a low price that will enable us to place[75] this order, or a portion of it, with you.

Your early reply will oblige

Yours truly, (89)

271



Messrs. McCreary, & Coburn,
102 Summit Avenue,
Midway, Ala.

Gentlemen:

Your esteemed order of the 21st through our Mr. Edward Spencer for Star flat flooring, dimension stuff and bevel slab laths, at hand and[25] entered. We take pleasure in advising you that unless we break down in our machinery, car will go forward by September 1st.

Thanking you for[50] the order and trusting that same will come up to your highest expectation, and that we may be favored with your further valued patronage, we[75] beg to remain

Yours truly, (80)

Railway

272

Col. J. H. Wood,
General Manager's Assistant,
Chicago.

Dear Sir:

I enclose bill of the Northern & Southern Rolling Stock Co., for body of car No. 3515 and freight on[25] trucks, amount, $212.95; as we have not received voucher in this office for same, bill is[50] respectfully referred to you.

Yours truly, (56)

273

Mr. T. Hoy, Aud., M. & St. L. R. R. Co.,
Minneapolis, Minnesota.

Dear Sir:

Note position taken by Southern lines regarding the handling of this shipment. It seems that the time consumed is within schedule time, as[25] this is L. C. L. shipment. Shipment checked in bad order at Birmingham, and on that account the C. of G. refused to join in[50] disposing of the claim on any basis. As there was no delay whatever with us, claim is returned declined.

Yours truly, (71)

274

Mr. C. W. Cummings,
Morris, Ill.

Dear Sir:

Advise exact time and date of receipt of this car from the M. & O. and forwarding out of your station. Did it[25] miss the regular train? Was there any delay on your part?

Yours truly, (38)

275

Mr. Chas. Norton, Division Supt.,
Lackawanna R. R. Co.,
New York City.

Dear Sir:

The crossing where your line crosses our east-bound passenger track and also our west-bound freight tracks is in a very bad[25] condition.

I am very anxious to have the crossing, especially on our east-bound passenger track, repaired. As you are aware, our track is a[50] high speed track, and when the trains go over your track it makes quite a noticeable jerk.

Kindly advise me when you will be able to[75] have the above mentioned repairs made.

Yours truly, (83)

276

Mr. Edward Conlin, Car Accountant,
Bloomington, Illinois.

Dear Sir:

Please advise me movement of A. R. L. car No. 2775, from Albert Lea, November 14, 1902, to[25] point made empty, also movement of S. C. R. car No. 9082 and I. C. car No. 10920,[50] from Chicago to point made empty, about November 15, 1902.

Yours truly, (69)

277

Mr. E. C. Kramer, Local Attorney,
E. St. Louis, Ill.

Dear Sir:

I herewith enclose you our file in this case.

As to same, the case is similar to the action brought by Gibbons &[25] Landers, about which I am writing you more at length today.

I, therefore, suggest after deciding whether or not there is anything to the point[50] about the failure to comply with this requirement in the last stock contract, that you see what is the most favorable figure for which case[75] can be compromised. After hearing same I will advise.

Yours truly, (86)

278

Mr. F. B. Barkley, M. M.,
Memphis, Tenn.

Dear Sir:

I will say in regard to engine 507's breaking down on 1-151 at Covington, that I[25] was on 2-151 and overtook 1-151 at that point. With my engine, 510,[50] I took the rear of 1-151 and set it on the rear of our train; then I ran my engine around[75] the other train, and backed her up to the other engine. I then got down and asked the other engineer if he was ready; he[100] said he was. I then backed down in the north side-track, and let No. 3, 133 and 2 pass us.

I[125] asked the engineer if he had the valve blocked, to which he replied that he didn't; he said he had taken the relief valve off[150] and placed it over the ports. He had the cross-head blocked in the front end of the guides. Before we got to the north[175] yard, his engine began to take steam on the right side; and I flagged him down. I pulled the train about half-way into the[200] north yard and stalled. He got down and took the relief valve off and changed it. I told him that if I were he, I[225] would not take that off again, but that I would have a switch engine pull us in, as there were four of them there. He[250] got up and gave me a go-ahead signal; and when he gave his

engine steam, the back cylinder head was knocked out.

This is[275] all I know about the matter.

Yours truly, (283)

279

Mr. Thos. Schoop, Agent,
E. Cape Girardeau, Ill.

Dear Sir:

Note information furnished by the Car Accountant that I. C. car 19696 was handled at your station March[25] 15th; and from information furnished by agent at E. St. Louis, this particular shipment was in that car. I would like to know whether you[50] checked same and can show delivery to connecting line.

Yours truly, (61)

280

Mr. T. J. Barton, M. M.,
Paducah, Ky.

Dear Sir:

I enclose herewith papers about failure of engine 507, train 151, June 16th, at Covington, and again at Memphis[25] Yard.

Please attach reports from Engineer Hazelbauer, and return papers promptly.

Yours truly, (41)

281

Mr. H. Miller,
Ottumwa, Ia.

Dear Sir:

On December 16th, we paid your claim No. 5210 with several others under our draft No.

1283[25]89. You presented this claim for the actual value of the shipment.

From information furnished by our agent at destination, it would seem that the[50] shipment was delivered, but was slightly damaged. You should, therefore, collect a portion of the invoice from your customer and remit the balance to us.[75]

I wish you would follow the suggestion made by our connections, and send your check at an early date.

Yours truly, (102)

282

Mr. C. J. Chisam, Asst. Gen. Frt. Agt.,
Springfield, Illinois.

Dear Sir:

Please inform me as early as possible, how freight in *car loads* and *less than car loads*, from stations on the Dwight branch[25] and also from stations on the old St. L. P. & N., now the Peoria-Springfield Branch, are now being routed when destined to stations[50] on the Jacksonville division, the Kansas City division and also to stations on the main line. As I understand it, there is no[75] track connection at San Jose, which leads me to suppose that car load shipments are perhaps routed via Dwight; but of this, of course, I[100] am not sure. Kindly give me all the information that you can, so that we may give the Peoria-Springfield Branch proper credit for all[125] business that is routed that way.

Yours truly, (131)

283

Mr. H. Baker, Superintendent,
Poughkeepsie, N. Y.

Dear Sir:

Answering your letter of February 26th, relative to grates being burned out of engine No. 426, train

No. 188,[25] February 14th, will say, for the negligence shown in this case on the part of the enginemen, you will place a suspension of ten days[50] against the record of the engineer, F. E. King, and a five days' suspension against the record of the fireman.

Send me report on form[75] 1285 of action taken, for record.

Yours truly, (88)

284

Mr. Charles Abbett,
Indianapolis, Ind.

Dear Sir:

Referring to your letter of the 3d in reference to your claim No. 1184, I wish to advise that this[25] claim has been returned by the N. O. & N. E. R. R. Co., with authority to charge them amount obtained by sale of the[50] shipment. We expect to return the claim to our connections within a short time with authority, papers being at present with one of our representatives for approval.

Yours truly, (81)

285

Mr. Albert F. Simmons, Freight Auditor,
Detroit, Mich.

Dear Sir:

Yesterday I carded C. N. O. & T. P. 14562 and 23457 for[25] S. Chandler & Co., Harrison Street. These cars came to us from the Belt Ry. consigned to Hamilton & Brown, who reconsigned them to[50] Chandler; and I am advised that there will be about thirty cars all told in this lot. Each of the expense bills calls for $4.00[75] advance charges, which I presume you will want to remit to the Belt as soon as possible. Mr. Leonard says that Chandler will pay[100] these charges on presentation of the bills; and as you have the num-

bers of the cars I presume you will make memorandum bills, making your[125] collections at once, and we will let our charges stand until our regular monthly bill is made.

We will not include these charges in our[150] monthly bill unless you want it handled in this way. If you desire to handle it as I suggested, I will arrange to advise you[175] of the numbers of the cars as received. I do not send you the expense bills for the reason that we require them for our[200] authority for delivery.

Yours truly, (205)

286

Mr. J. B. Kemp, Sup't.,
Greenville, Miss.

Dear Sir:

Returning the enclosures and replying to yours of August 6th, would ask where Conductor Murphy was when last heard from; that is, if[25] still in the employ of either the I. C. R. R. Co. or the Y. & N. V., on what division? On the other hand,[50] if he is out of the service altogether, can you say where we shall be likely to find him again. Please have his train book[75] looked up and held, as it is our intention to contest this case; and if he is a witness he will need his train book.[100]

Please advise quickly.

Yours truly, (105)

287

Mr. W. Green, Agent,
Broadview, Ill.

Dear Sir:

Will you please advise me to what road this shipment was delivered, in what car and under what seals, returning papers to me[25] promptly. If any exception taken by you, attach copy.

Yours truly, (36)

288

Mr. Jas. Johnson,
1211 Union Ave.,
Indianapolis, Ind.

Dear Sir:

This will introduce Mr. C. S. Bigelow, son of Mrs. Bigelow, who is in Indianapolis on business.

I have asked him to call[25] on you and ascertain the condition of affairs and the prospects of adjustment. In view of the fact that you make no response to[50] my communication, I trust you will inform Mr. Bigelow just how matters stand and what your intentions are relative to the interest now over sixty[75] days past due.

Very respectfully, (80)

289

Mr. E. O. Dana,
Freeport, Ill.

Dear Sir:

Answering yours of the 6th relative to fireman Fitz Henry's being transferred to the line West of Freeport when the Dubuque Division was[25] extended Waterloo to Freeport, would say this is a matter that you and the Superintendent will be in the best position to handle.

Of course,[50] I can understand how an error could be made in transferring junior engineers.

What understanding did Fitz Henry have when he was assigned? If he[75] is fireman he will be treated as any other fireman and his position of engineer or junior engineer would not be considered so far[100] as his rank of seniority was concerned. He had to be transferred as an engineer or as a fireman.

Yours truly, (121)

290

Mr. W. C. Young,
Streator, Ill.

Dear Sir:

Note statement made by claimant that this company is at fault for the manner in which the instructions were handled.

I would[25] like to know just when the instructions to reconsign this car to Milwaukee were received, and whether there was any delay in effecting delivery to the[50] C. & N. W., and cause of same.

Attach copy of billing into your station.

Yours truly, (67)

291

Mr. J. H. Pollard, M. M.,
Centralia, Illinois.

Dear Sir:

Please advise me why surgeon's certificate was not secured in case of George W. Barrows before January 14, 1904. This[25] I understand to be the last examination he passed. Furthermore, can you explain the delay of thirty days or more in transmitting report to Superintendent[50] McCourt after this man was examined by District Surgeon?

Yours truly, (61)

292

Mr. A. M. Robinson, G. F. A.,
Chicago, Illinois.

Dear Sir:

Enclosed please find letter from our agent at Armstrong in regard to one of our patrons at that point, who insists on[25] his weighing all freight received and making correction no matter how small the amount may be.

Our practice in the past has been not to require[50] agents to make corrections, either undercharge or overcharge, for less than 5c., but I presume that in this case, it would be good policy[75] to have our agent make the correction, no matter if the differences are less than that amount.

I send this letter to you thinking perhaps[100] that you might deem it well to have our division freight agent call at Armstrong and see this gentleman. Perhaps he could get him to[125] be more reasonable, and also find out if there is any trouble which could be removed. In the meantime I have instructed agent at Armstrong[150] to make the correction.

Yours truly, (156)

293

Messrs. Feely & Blake,
Sioux City, Iowa.

Gentlemen:

Referring to your letter of the 7th, in reference to claim of W. J. McGraw & Co. for $297.50.[25] I wish to advise that we will refer the claim to our agent at Sioux City with a view of trying to locate copy of[50] Western Union wire which your client claims to have sent, but cannot furnish.

Yours truly, (67)

294

Mr. F. P. Lindemann, F. C. A.,
C. C. C. & St. L. R. R. Co.,
Cincinnati, Ohio.

Dear Sir:

Note that we tried to decline this claim account there being no apparent delay, but as agent at initial point did not[25] prepay same fully, connecting line refused shipment. They now make a state-

ment that shipment was frozen when originally offered. Record at Chicago shows the[50] contrary.

I should like to know how much your company will assume, as your agent should certainly have seen that shipment was fully prepaid.

Yours truly, (73)

295

Mr. J. F. Wallace, Asst. General Manager,
Central Station, Chicago.

Dear Sir:

Herewith papers relative to rear end collision at Canton, Miss., June 17th, 2d 84 running into 1st 84, engine 82, Conductor, R. H.[25] Bowles, Engineer, J. B. Hay; 2nd 84, engine 449, Conductor H. L. Price, Engineer, B. Keenan.

This accident occurred at 8:00, broad daylight.[50] You will observe it is stated the track is straight for two miles back from place of collision. This should have enabled the engineer to[75] see train ahead in sufficient time to avoid collision.

I concur in the recommendation of the investigating board as to the discipline, by dismissal,[100] of Engineer Keenan, and that Conductor Price, Flagman Washington, Brakeman Bailey and Fireman Crosby be given a suspension of fifteen days.

Yours truly, (123)

296

Mr. Richard Cunningham, F. C. A.,
C. C. C. & St. L. R. R. Co.,
Cincinnati, Ohio.

Dear Sir:

Note that we requested from claimants check to cover the amount allowed on this claim, account of your advising that shipment had been delivered.[25] It seems that shipment is in the posses-

sion of our agent. If this is a fact, give instructions to return shipment to Montgomery Ward & Co.,[50] Chicago, either free of charges, or free present charges following as advances.

Yours truly, (66)

297

Mr. J. A. West, Agent,
Kankakee, Ill.

Dear Sir:

Please advise whether you have received any request to return this shipment and whether same was complied with. If it is still held,[25] return to shippers at regular rates, present charges following as advances, showing on billing as authority this claim number and C. & N. W. claim[50] No. K-6416. Attach a copy of your W. B.

Yours truly, (67)

298

Messrs. Wisor & Wilson,
Chicago, Ill.

Gentlemen:

Referring to your letter of the 10th regarding your claim No. 6942, I wish to advise that if we had any[25] idea that you would act in this manner, your claim would not have been paid on presentation. We paid this claim; and in your letter of[50] July 27th you acknowledge that consignee received the shipment. You now state that you have no record of the shipment's being delivered[75] and must insist that we furnish definite advice. You know shipment is held by consignee, and should give instructions as requested in my letter of[100] November 2d, sending your check for the amount allowed.

Yours truly, (111)

299

Mr. F. A. Wann, G. F. A.,
Chicago, Ill.

Dear Sir:

Please note the attached from Mr. Wasson, of the Iowa Central, stating divisions applied on Palsville to E. St. Louis, way-bill 11,[25] November 18th, copy attached. Say if these divisions are agreeable to you, and kindly return all papers.

Yours truly, (44)

300

Swift Refrigerator Transportation Co.,
Union Stock Yards,
Chicago, Ill.

Gentlemen:

Once more returning our bill No. 37047, for car repairs, amount $48.72. Please note that our[25] Supt. Machinery states correct number of car was No. 2833 and bill has beeen changed to so read. If you[50] now find same to be correct, will you kindly issue voucher for same?

Yours truly, (63)

301

Mr. A. Philbrick, Superintendent,
St. Louis, Mo.

Dear Sir:

I send you herewith papers covering failure of engine 507, train 1-151, at Covington, June 16th,[25] also failure of same engine and train at Memphis, Tenn., engineer Hazelbauer, with report from the mechanical department, under date of June 25th, recommending a[50] suspension of ten days against the record of Engineer Hazelbauer for the manner in which he handled this engine.

Yours truly, (71)

302

Mr. F. A. Wann, G. F. A.,
St. Louis, Mo.

Dear Sir:

Referring to yours of the 4th inst. attached, and returning papers in regard to through billing between points on our road and those on[25] the L. S. & M. S. via I. I. & I., I see no reason why this billing should not be made and settlements[50] made at Junction points in the same manner as we now handle Fast Freight Line business. But from the attached papers it would appear that[75] the through billing, as has been the method, is held up by the I. I. & I. at South Bend.

I notice in Ross's[100] letter of December 28th that he states that it is desired to open all of our Stations to through billing; but I take it that[125] this through billing should not be made to any points west of the Mississippi River.

Yours truly, (141)

303

Mr. Wm. Renshaw, Supt. Machinery,
Chicago.

Dear Sir:

I enclose letter Supt. Dunn, June 13th, with full set of investigation papers concerning case of train No. 26 on May 22d, running[25] into the rear of extra north between Martinsville and Hazelhurst, at 6:30 P. M. on that date. You will note that in this case the[50] following employes were considered responsible and action is recommended as follows:

W. T. Stewart, Engineer Ex Nth. to be dismissed.
W. T. Morgan, Conductor Ex[75] Nth. to be dismissed.

Thos. A. Long, Engineer No. 26, to be reprimanded.
Joe Elliott, Engineer No. 93. Suspended 10 days.

I endorse the recommendations[100] of the local board. Will you attach your statement and send the papers to the Assistant General Manager, who will kindly return them to me[125] with his instructions, in order that the employes involved may be notified.

Yours truly, (140)

304

Mr. B. Anderson,
Quincy, Ill.

Dear Sir:

It would seem that you referred papers in this claim to us without reading the correspondence. Record furnished by our agent at Chicago[25] when the papers were referred to him by Mr. Boisseau, indicates this shipment checked rusty when received from your line. You state it was delivered[50] in good condition. Why should you not authorize for 50 per cent of the claim?

Yours truly, (68)

305

Mr. Robert White,
Lowell, Mass.

Dear Sir:

I am returning papers in this claim without investigation as there is nothing to support the bill. How do claimants arrive at[25] damage of $50.00? Is it estimated? Claims of this nature should not be accepted by you unless supported by original invoice and original account sales.[50]

Yours truly, (52)

306

Mr. R. B. Boyne,
Trinidad, Colo.

Dear Sir:

Note that the Grand Trunk has furnished Mr. Piazza with information that this company is responsible for the delay to this car[25] of bananas.

I would like to know whether it was possible to deliver this car to the Grand Trunk August 24, 1899,[50] and why delivery was not effected on that date. When were the instructions received? Attach copy of billing into your station.

Yours truly, (70)

307

Mr. G. F. Bowman, Freight Agt.,
Grand Trunk R. R. Co.,
New York City.

Dear Sir:

Answering your letter of June 23d, I will say that the manner in which we proposed to handle this business was as follows:[25]

When you deliver a car to this company for one of our iron industries, we should expect to get that car on an expense bill,[50] showing our switching charges prepaid; and when, on the other hand, a car was loaded by one of our local firms or industries for a[75] firm or industry on your tracks, we would deliver the car to you on an expense bill showing charges prepaid. At the end of the[100] month a statement would be made out by each company, and these prepaid switching charges paid over by the road collecting them to the road[125] for which they were collected.

It seems to me that this would be the simplest way of handling this matter; and I should like to[150] hear from you at once if you accept it.

Very truly yours, (162)

308

Mr. Wm. Renshaw, Supt. Machinery,
Chicago.

Dear Sir:

Referring to Fulton District Form 479, No. 148, I hand you herewith all reports covering failure of[25] engine 507 on train 151 at Covington, June 16th, also of failure of same engine on train at Memphis.

I[50] concur in recommendation of Master Mechanic Barton in this case.

Yours truly, (62)

309

Mr. A. B. Shields, F. C. A.,
So. Ry. Co.,
Washington, D. C.

Dear Sir:

From information furnished by claimants it would seem that you should check over one bale of cotton from I. C. car No. 142[25]38 delivered your line at West Point on Pro-419, Holly Springs W. B 354, May 30, 1[50]902.

I should like to know whether it is a fact that you checked over one bale from this car and how it[75] was disposed of. If still held, how much can be obtained by sale of same?

Yours truly, (92)

310

Mr. T. McLean,
Memphis, Tenn.

Dear Sir:

The original papers in this claim were referred to you April 16, 1902; and we received advice that the claim[25] was referred to Mr. Williams, your

former clerk, and that you could not locate the file. There is sufficient information given in carbon letter, and by[50] the Auditor, to enable you to locate handling of shipment. I should like to know when it was noticed that this car was leaking, and[75] whether a report was made by connecting line promptly, if the leakage was not noticed with us.

Yours truly, (95)

311

Mr. M. Gillcas, Asst. Gen. Supt.,
Chicago.

Dear Sir:

Answering your letter of February 23d, and returning enclosed papers in the case of second No. 72 overlooking orders to meet first No.[25] 81 at Godman, November 21, 1900, would say I approve of the recommendations of Board of Inquiry, which call for the dismissal of Engineer[50] T. E. Lipe, Conductor A. C. Green and Flagman C. M. Shipp.

Please see that I am advised of action taken, so far as Machinery[75] Department employee is concerned, for record in this office.

Yours truly, (86)

312

Mr. L. A. Jones,
N. O. & N. E. R. R. Co.,
New Orleans, La.

Dear Sir:

I return herewith your statement of ticket account from November, 1897, to date. I find that the reports for the Alabama &[25] Vicksburg Division for January, April, and August, 1898, were kept separately, and balance is still outstanding.

June, 1899 balance has been settled since[50] receipt of your statement. This will leave a balance of $28.01 due your Company.

We shall be pleased to honor draft[75] for this balance at any time.

Yours truly, (83)

313

Mr. H. Baker, Superintendent,
Cincinnati, Ohio.

Dear Sir:

Herewith 903 report from Engineman King of failure of engine 426, train 188, February[25] 14th, due to grates of this engine disconnected and burned. Engineer King states that he cleaned fire at Amboy, and when he got to Elgin[50] he found grate disconnected and burned. In this case, I would recommend that a suspension of ten days be recorded against Engineman King's record, for[75] burning grates of this engine, and five days for making out report in lead pencil, fifteen days in all.

Yours truly, (98)

314

Mr. E. H. Dwyer, Agent,
Sioux City, Iowa.

Dear Sir:

Note statement made by attorneys that the wire requesting reconsignment of this shipment was sent via Western Union, from your office. Claimants[25] furnished a copy of the wire in their letter of August 22d. I wish you would look up your records and advise when the wire[50] was transmitted, and if it was transmitted correctly.

Yours truly, (59)

315

Mr. A. V. Hartwell, Purchasing Agent,
C. & A. R. R. Co.,
Chicago, Ill.

Dear Sir:

I enclose Illinois Steel Co.'s invoices and original bills-of-lading, for steel rails consigned to this Company, and furnished under contract xxx[25] between the Illinois Steel Co., and the Laclede Construction Co.

Will you kindly acknowledge across the face of the bills-of-lading and invoices, receipt[50] of said rails, and return the invoices and bills-of-lading to me.

Yours truly, (66)

316

Mr. F. A. Wann, G. F. A.,
Chicago, Ill.

Dear Sir:

Returning herewith all papers received with your letter of Jan. 18th, I beg to advise, we have received no advice from your office[25] to instruct agents for through billing to Kankakee. If you desire to put on same, kindly advise and we shall take pleasure in issuing the[50] necessary instructions.

Yours truly, (54)

317

Mr. R. E. Woodward, Purchasing Agt.,
Wisconsin Central R. R. Co.,
Chicago, Ill.

Dear Sir:

You will find attached to this a requisition for three split switches. These switches were sent me

by the National Switch Company as[25] trial switches. They have been in use since July 6, 1901, and have given us no trouble so far. They seem to be[50] wearing well.

These switches, as you know, were placed in the freight tracks at the west entrance of Kedzie Avenue Yard. At the same time[75] that these switches were put in use, we also put in one of our standard No. 75 split switches, as in this way we shall[100] be enabled to get the comparative value, as to wear, of the four styles of switches, as they are all subjected to about the same[125] usage.

Yours truly, (127)

318

Mr. Paul W. Little,
Topeka, Kans.

Dear Sir:

Regarding the transfer of cars in our west-bound yard, would request that you kindly take the matter up with Mr. Williams and[25] see if he will not be good enough to show the original and the transfer cars on all future bills for transferring company material. Then,[50] in case the transfer car number is wrong, we can locate the shipment by the original car.

The Denver lines show this information on their[75] bills; and we do not experience any trouble in handling and checking up their bills. You will note that I returned a line bill to[100] you this date, as we were unable to locate one of the cars shown thereon. If both transfer car number and original car number had[125] been shown on the bill I presume we could have located the shipment.

Yours truly, (140)

319

Mr. A. C. Stewart, Agent,
Cairo, Illinois.

Dear Sir:

Furnish exact copy of transfer from the M. N. O. covering this car of bananas, also advise exact time and date[25] of receipt from connecting line and forwarding out of your station. Was there any delay? Was car in charge of a messenger? If not, advise[50] position of the ventilators. Attach copy of billing.

Yours truly, (58)

320

Mr. Joseph Phillips, Supt. Machinery,
Bloomington, Ill.

Dear Sir:

Returning bill No. 5349, in favor of the Michigan Central R. R. for car repairs, $31.50,[25] please see correspondence attached since same was last in your possession. In reply to your communication of October 10th, if same is now[50] satisfactory, will you kindly issue voucher, and oblige

Yours truly, (60)

321

Mr. R. P. Reeves, Agent,
Gale, Illinois.

Dear Sir:

Attach copy of billing to you covering this shipment, also advise whether there was any check taken of the contents of the[25] car itself, and whether it showed any defects. Note damage in this instance was caused by fire and water; and from information furnished by agent[50] at destination, it would seem that the fire must have occurred in transit and been extinguished with considerable damage.

Yours truly, (70)

322

Mr. M. Gilleas, Asst. Gen. Supt.,
New York City.

Dear Sir:

Answering yours of June 15th and returning the enclosed papers in the case of collision, train No. 26 and extra North, between Martinsville[25] and Hazelhurst, 6:30 P. M., May 22d, would say: I approve of the recommendations of the Board of Inquiry, which call for the dismissal[50] of Engineer W. T. Stewart and Conductor W. D. Morgan, reprimand for Engineer Thomas Long, and suspension of ten days for Engineer Joe Elliott, of[75] train No. 93.

Please see that I receive formal reports of action taken, so far as Machinery Department employees are concerned.

Yours truly, (98)

323

Mr. H. W. Fuller, G. P. Agt.,
Chesapeake & Ohio R. R. Co.,
Washington, D. C.

Dear Sir:

I wish you would kindly reply to my letter of August 22d last, with reference to your order form E. O. 1, No.[25] 272, Montgomery to Baker City, Oregon, May 1899.

Inasmuch as this particular order caused considerable correspondence, which had to do with[50] a mistake made by your selling agent, and consequently prevented the accounting of the business in the month in which sold, it ought to commend[75] our inquiry of August 22d to your immediate attention and reply.

Yours truly, (88)

324

Mr. J. W. Blackburn, Attorney,
Washington, D. C.

Dear Sir:

In reply to yours of Oct. 21st, will say, I am unable to ascertain who furnished the distance circulars spoken of by you[25] as being furnished last April. It certainly is wrong, as the distance should be stated the same as in previous years. Will you kindly[50] see that the mistake is rectified, changing the 280.41 miles to the proper distance, 280.46?

Yours truly, (78)

325

Messrs. Wilson & McMorran,
415 Butler Street,
Boulder, Colo.

Gentlemen:

We are to receive a number of cars of sewer pipe from different roads, principally the L. S. & M. S. and P. W.[25] & B., consigned to James Canton, at Belt-lead. As the shipper has made a deposit guaranteeing our switching charges, you may send the cars[50] out carded as above as promptly as possible after their receipt, sending me the expense bill for each car.

It is very important that I[75] should receive a bill for each car received, as this is the only means of keeping a proper check on the business; and I want[100] them sent in promptly as the deposit check I have covers only a certain number of cars; and I do not want them to overrun.[125] The car that you are holding in the west-bound yard may go forward at once.

Yours very truly, (144)

326

Mr. E. F. Glen,
Topeka, Kans.

Dear Sir:

Papers in this claim were referred to you November 3d with request that you investigate the handling of car of perishables over your[25] road, and also take up with the Fruit Growers' Express to obtain their record.

Attorney for Wagner & Co. called up yesterday and advised that[50] if he did not have information on this claim on Monday afternoon, he had instructions from his clients to enter suit against all lines interested,[75] on Tuesday.

Will you please answer this letter under personal cover, advising when claim can be returned with definite advice, or whether you can return[100] it now with authority to charge your proportion fee.

Yours truly, (111)

327

Mr. Robert O. McNeill, Station Agt.,
Galesburg, Ill.

Dear Sir:

We experience more or less delay in collection of our charges from connecting lines which have come to us with charges prepaid, because[25] Mr. Kenney does not have the connecting line receipt to present with his application for payment of charges.

In order to aid Mr. Kenney in[50] more prompt collection of such charges, I wish you would arrange to have the receipt parts of connecting line expense bills for local switch cars,[75] on which our charges have been prepaid, sent to Mr. Kenney as promptly as possible after cars have been received and disposed of.

Yours truly, (100)

328

Mr. J. W. Richards, General Auditor,
Pittsburgh R. R. Co.,
Boston, Mass.

Dear Sir:

Your voucher No. 1902 for $78.00, covering our bill No. 3622[25] has been received. This bill is for Pittsburgh proportion of expenses incurred in advertising and securing business on account of Phillips Judson Excursions during the[50] month of February, 1899, and originally read $84.00. I have no record of correction having been made on this bill. Will you kindly inform[75] me by whose authority this bill was corrected?

Yours truly, (85)

329

Mr. F. A. Lakey, G. F. A.,
Chicago, Ill.

Dear Sir:

Noting your remarks on next attached in regard to through billing from Milwaukee to E. St. Louis, via C. & N. W. and A. T.[25] & S. F. Ry., we are the receiving line in this instance and require to know what proportion accrues to the Santa Fe and N.[50] W.

Will you please advise.

Yours truly, (59)

330

Mr. H. J. Miller, Gen. Supt.,
Pittsburg, Ft. Wayne & Chicago R. R. Co.,
Indianapolis, Ind.

Dear Sir:

I am handing you switching bill No. 2456 against Jefers & Son. You may cancel switching

charges on[25] P. F. W. & C. 4532 and 3564, as I find that these cars were[50] loaded with company material for the repairing of their track.

I wish you would have your number takers continue reporting loaded cars as heretofore, but[75] have them show on their reports what the cars are loaded with, which information they can obtain from the tickets[100] on the cars. With this information before you, you need not include in your bills any cars reported as company material, but preserve the records[125] for reference.

Yours truly, (129)

331

Agent, C. & A.,
Portland, Ind.

Dear Sir:

Your statement of earnings on freight forwarded, form 96, for Jan. 26th due in this office the 28th not yet received. Please attach[25] and send to me by first train with full particulars why you failed to forward this report as directed. It is of the greatest importance[50] that this report should be forwarded daily; and it must reach me not later than the second morning after the date for which the report[75] is made. You will please give this your particular attention.

Yours truly, (87)

332

Mr. Martin N. Wilson,
St. Louis, Mo.

Dear Sir:

In regard to the attached bill against the Luknow Stone Company, you may reduce the charge to $2.00 per car, issuing supplementary[25]

correction for the difference; and hereafter in making bills against the Luknow Company, you may make a rate of $2.00 for loaded cars when[50] received from Eastern or Southern lines, or from points beyond St. Paul.

The rates on out-bound business will remain the same as heretofore.

Yours truly, (76)

333

Mr. Joseph L. Sanderson, Agt.,
Rockford, Ill.

Dear Sir:

The agents at the various stations west of Joliet are to collect miscellaneous switching and freight charges, and make remittance direct.

The custom[25] of making bills to be collected of these agents is objectionable, and it has finally been decided to abolish it; but it is very important[50] that I should have a third ply of all memo expense bills issued, so that I may keep a check on the matter and see[75] that proper remittances are made. This ruling does not necessitate the issuing of tissue copies, because this does not come under the head of prepaid[100] business.

Very truly yours, (104)

334

Col. J. H. Wood,
Chicago, Ill.

Dear Sir:

I enclose communication from Mr. D. B. Howard, Auditor of the Wabash Ry., relative to bill against this Company, from the Wabash Employees'[25] Hospital Association, for board, lodging and nursing furnished brakeman C. L. Buford at Springfield Hospital June 13th to October 10th

1898, amount of bill[50] $85.00. It is my impression that this bill was sent you by this department, and that perhaps you have some record regarding same. Kindly advise,[75] and oblige

Yours truly, (79)

335

Mr. M. R. Wallace, Gen. Supt.,
Chicago & Alton R. R. Co.,
St. Louis, Mo.

Dear Sir:

Returning herewith enclosures as requested, and replying to your letter of the 6th inst., would say, that as all of the shipments which[25] were to be handled south-bound on the car haul arrangement over the C. M. & St. P. R. R. referred to have been made,[50] I think there will be no further occasion for raising the question of guaranty of switching in connection with business that the C. M. &[75] St. Paul will handle for us, at least for some time to come. In any case, you may feel that we will be responsible for[100] such switching as may be handled for account of shipments from our line when routed either via our car ferry line or via the C.[125] M. & St. P. other than by joint billing arrangements.

Yours truly, (137)

336

Agent, C. & A.
McCredie, Ill.

Dear Sir:

Your statement of earnings on freight forwarded, form 96 for January 13th, due at Mexico on the 14th not yet received. Please attach[25] and send to me immediately and see that in future they are forwarded to Mexico as directed. You will please give this your particular attention.[50]

Yours truly, (52)

337

Mr. Thomas Wheeler, Gen. Supt.,
Chicago & Great Western R. R. Co.,
Denver, Colo.

Dear Sir:

I find that several times a day it would save us a great deal of labor and also save our writing your office[25] a great many letters, if we had a record of the cars on your switching bills. Can you arrange to take an extra impression of[50] switching bills, and send to us with them? This impression would answer our needs, and save a great deal of labor in this office copying[75] car numbers from switch bills.

Yours very truly, (83)

338

Mr. James S. Southworth, Auditor,
C. B. & Q. R. R. Co.,
Chicago.

Dear Sir:

I hand you herewith a report from our agent at South Chicago, of water taken by the Jones engine at the water tank,[25] with receipts for the same. You will notice the record shows the amount of water taken in inches; but this is merely for my information,[50] as it has been arranged to charge the Jones Company at the rate of twenty cents per tank filled. You will please make bills hereafter[75] accordingly, when you make up your other water bills. I will send you previous reports so that you may file them with your other reports,[100] in order that all the water accounts may be kept together.

Yours very truly, (114)

Miscellaneous

339

Mr. E. O. Chaney,
Missoula, Mont.

Dear Sir:

The $10.00 received from you, $5.00 on May 1st, and $5.00 on the 17th of August, has been disposed of[25] as per receipts enclosed for $9.00, which leaves $1.00 still in my hands to your credit. As this is not enough to pay[50] one assessment, I thought I would inform you so you could make another remittance previous to November 20th, as there will likely be another one[75] due at that time.

Yours truly, (81)

340

Mr. Albert Keep,
City.

Dear Sir:

Since the adjournment of the last session of the Legislature the Civic Federation has been bending every energy toward securing a special session[25] of that body to consider the two most important questions now before the people of this city, to-wit: the revision of the revenue, and primary election[50] laws. It is unnecessary to explain the vital importance of these measures because it is too well known that unless they are secured our great[75] and proud community will sooner or later be buried in ruin and disgrace.

The successful prosecution of this work necessarily requires much clerical, expert, and[100] legal

work, and, as financial aid can only be secured through contributions from those who are in sympathy with the movement, we feel obliged to again call upon you for whatever you feel willing to give towards this work. Please make checks payable to E. G. Keith, Treasurer.

Respectfully yours, (151)

341

The Procter & Collier Co.,
Marquette Bldg.,
Chicago.

Gentlemen:

We have been very much pleased with the service which you have rendered us in placing the advertising of the various departments of the University of Chicago during the past twelve months. This has involved an expenditure of more than $2,000.00; and we assure you that it is our hope that we may continue the same during the coming year.

Yours very respectfully, (66)

342

Mr. Thomas Traddles,
Smithville, Ind.

Dear Sir:

We should like to secure some reliable man to report your Institution for the Prairie Farmer, and also act as our subscription representative at your Institute. Will you kindly refer us to some one who would be likely to undertake the work; and also if you will send us a list of one hundred good farmers who have usually attended your Institute we will reciprocate by sending you the Prairie Farmer next year free.

We make a special clubbing price to Institute

members, and we want to secure at least one hundred new readers at your place;[100] and also we want our representative to send us a report of all the good papers that are read at your meetings.

Yours very truly, (124)

343

Mr. Walter Stubblefield,
Nursery, Ill.

Dear Sir:

Please give us answer to the enclosed letter of inquiry; and if your time will permit we would like to refer letters of[25] this kind to you once in a while for answer. We find that we can secure better information by having correspondents answer these inquiries from[50] different sections of the country rather than from any one writer, or from the Editor himself. For any answers which we request of you we[75] will pay you at the rate of $5.00 per 1,000 words.

Yours very truly, (91)

344

J. Porter Adams, Superintendent of Schools,
Oak Park, Ill.

My dear Mr. Adams:

I understand that there is to be a vacancy in your school the 1st of April, and that you would like[25] to have a substitute who, should she prove proficient, would eventually secure the position. I take the liberty of suggesting the name of Miss Caroline[50] Wykett, a graduate of the John Marshall High School, of Chicago Training School, and a resident student at the University of Chicago, where she is[75] at present taking a graduate course in the School for Teachers. She is in every way capable of filling the very best position in the[100] very best school; for this reason I should like to

have her under your supervision, since I consider your schools are equal to the very[125] best in this city.

Yours very truly, (132)

345

Mr. W. B. Barrows,
292 Rush St., City.

Dear Sir:

Replying to your favor of the 14th inst., would say that our price on twelve half gallons of Hygeia Spring Water is[25] $3.00, with $1.00 rebate on the bottles when returned. We cannot compete with any such price as is made by the Consumers' Company,[50] that is $.60 per dozen, although we can sell you a ten gallon can, with faucet, at $.75. You could, if you desire,[75] buy a can at this price; and we should be glad to sell you one dozen half gallon bottles, so that you could draw it[100] from the can into the bottles, if you chose. We will sell you half gallon bottles at five cents each.

Very truly yours, (122)

346

Publishers, Conkey's Home Journal,
Chicago, Ill.

Gentlemen:

Replying to your inquiry: we have paid you for advertising during the current year $85.31. Against this expenditure we have[25] you credited with bringing us orders to the amount of $572.00.

In view of the fact that this record covered a[50] period of general depression in the mail order business, we consider this a very good showing, and are well satisfied. We expect to continue to[75] be an extensive user of your space.

Sincerely yours, (84)

Manufacturing

Saws

347

Messrs. E. C. Atwood & Co.,
Indianapolis, Ind.

Gentlemen:

A few minutes ago the Wheeler & Wilson Company called us up in regard to their order No. A6239,[25] our order No. 343, your shop No. 14942, for hand saws for cutting meat. They state[50] that they are very badly in need of these saws and would consider it a great favor if you would ship them at once. This[75] order was promised them by October 14th; so, if possible, get these saws to them by that date.

Yours very truly, (96)

348

Mr. C. W. Barter,
National Harvester Co.,
Chicago, Ill.

Dear Sir:

We have received a letter which you sent to Mr. Berigo dated December 5th reporting upon the 14 in. power hack saw blade, which[25] seemed to be too soft. We are carefully scrutinizing the temper of the blades we are sending out and will see that none of[50] them goes forward with a mild temper. We will send at an early day three 14 in. blades ¾ in. wide with a good stiff temper,[75] which we feel satisfied will be satisfactory for your work.

We are having remarkable success in the introduction of our new saws, as their temper[100] on the whole is really quite high; and we believe that the samples we will now send you, as well as all future

blades, will[125] be sufficiently hard for your work. We know that we can make the saws of the correct temper, and we hope when you receive the[150] samples that they will accomplish results that will meet with your approval.

Awaiting your further favors, we are

Yours truly (171)

349

Messrs. C. W. Dillon & Co.,
Indianapolis, Ind.

Gentlemen:

Your memorandum letter No 5957 of October 16th referring to our order No. 356 of October[25] 10th, from the S. S. Southwick Company is received. Will you please let me know as soon as possible if you have any other orders[50] for saws for Southwick, as they wish to make up a stock order and they claim that you have orders at the factory that are[75] unfilled.

Please give this matter prompt attention, and oblige

Yours very truly, (87)

350

Mr. C. W. Chandler,
Chicago, Ill.

Dear Sir:

We have your order for A. Jartmann, and have entered the hand-saw portion of it, but we can not furnish the cross-cuts,[25] at present. We are so far back in this department that we have not been accepting any orders for several months, except subject to delay[50] and prices ruling at date of shipment. We are just making up our prices for the coming season, but if we had the saws we[75] would not hesitate to fill this small order on account of prices. We wish to say, however, that all

prices are subject to change without[100] notice, and that we cannot agree to accept any future orders at current prices. Any orders which are placed are subject to the prices ruling[125] at the time the order is received; and if you take any orders at prices which we cannot accept, we will advise you immediately. We[150] are sorry we are not able to furnish the cross-cut saws, though if Mr. Jartmann can wait on us patiently, we will try to[175] get them out in January.

Kindly advise us.

Yours very truly, (186)

351

Messrs. R. E. Brower & Co.,
Albany, N. Y.

Gentlemen:

Replying to your favor of the 22d, beg to say that the discount on narrow band saws ⅝ in. wide, 18 in. long, brazed,[25] filed and set, is 50 per cent from the list, as shown in catalog. This would be the price for one saw only; if bought in ½ doz.[50] lots, you could give 50 and 10 per cent. By referring to our circular letter, No. 92, which gives prices to dealers,[75] you can ascertain what we allow on this kind of a saw to the trade; and in making prices to consumers, you may be guided[100] by same, allowing sufficient margin for the dealer.

We will issue in a short time a consumers' discount sheet, which will give further and more[125] definite information on this subject. We will say now, however, that the consumers' discount on circular saws is 50 per cent, wide band saws, ⅛[150] to 1 in., we generally give 50 per cent to 50 and 10 per cent, according to quantity, and 1⅛ in. to 1¾ in., 50 and 10[175] per cent to 60 per cent, according to quantity.

Very truly, (191)

352

Mr. S. D. Palmer,
Mitchell, Ind.

Dear Sir:

Your memorandum letter No. 2832, of December 10th, referring to our order from H. T. Story for hack[25] saws is received. We have taken this matter up with Mr. Story, who writes us that he will wait until you receive the steel from[50] Scotland as he wants nothing but the very best blades. He also requests you to hurry same forward as much as possible, as he wishes[75] to get this matter of hack saw blades settled. We sincerely hope that you will receive the steel soon and be able to make a[100] hack saw that will satisfy Mr. Story, as we feel there is quite a future for his machine and also believe that the heavier saw[125] is much more desirable than a light saw for the kind of work for which his machines are intended.

Yours very truly, (147)

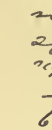
353

Messrs. Roy Kimball & Co.,
Boston, Mass.

Dear Sirs:

Replying to yours of the 9th: we made a shipment of hack saws on the 6th and will send the rest due on[25] your orders in a very short time. We realize the importance of giving this matter attention, and we will endeavor to see that your stock[50] is kept in good condition.

Referring to yours of the 10th: we will ship order No. 335 today. The delay in filling this order was caused[75] by our not being able to secure steel. We thought that we could obtain it in time to ship the goods on the 1st, but[100] the mills disappointed us. We do not find any letter about



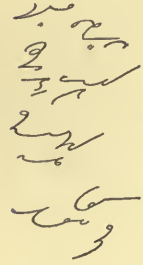
this subject from you that remains unanswered. We are sorry that we were unable[125] to fulfill our promise; but you can see under the circumstances that the delay has been unavoidable.

Yours truly, (148)

354

Messrs. E. C. Irwood & Co.,
Indianapolis, Ind.

Dear Sirs:



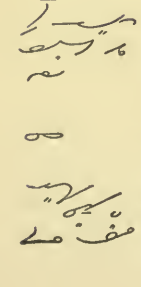
The Whiting Foundry & Equipment Company of Harvey, Illinois, called up this afternoon and insisted on our order No. 369[25] —your shop order No. 21744 — being shipped at once. They are badly in need[50] of the saws. If you will refer to the order, you will see that they asked, at the time the order was filled, to have[75] it shipped at once. Will you please let us know by return mail if you have shipped same. If not, how soon will you ship,[100] as they insist on knowing.

Yours very truly, (108)

355

Mr. E. K. Skinner,
Philadelphia, Pa.

Dear Sir:



We interviewed the Illinois Molding Company, cor. Randolph and Ann streets, to see if they could use any of our goods. They were[25] in to see us yesterday and stated that they used but three dozen annually of 5 in. hack saws, 30-38 in. long, and were[50] in the habit of ordering them in lots of one-half dozen from Mr. March, of Rockford, or Mr. Brander, of Atwood, Ohio. They said[75] they bought of the former at $21 and of the latter at $22. However, they said the March saws were not

satisfactory and they would not care to buy them again at any price, though the Atwood saws were all right and gave entire satisfaction.

We quoted the consumers' discount of 30 per cent, which nets our saws $28.70. In view of the price at which they have been buying, we offered an extra 10 per cent, or $25.23 net, if they would give an order for not less than one dozen, and finally offered another 10 per cent for an order of not less than two dozen, which would net $24.25, or $1.25 above the Atwood price. We talked quality, of course, and the record of our factory. The only response we could get was that they might buy your goods and give us the preference, on account of the advantages we pointed out, if we would meet the Atwood price. We replied that as we had greatly exceeded our authority in discounts to a manufacturing consumer, we did not feel at liberty to say yes to their proposition until we had communicated it to the factory.

We give you the whole story, that in your advice to us we may have it on file for reference as a precedent governing future occasions of the same kind.

Awaiting the favor of your reply, we remain

Yours very truly, (331)

Manufacturing

Automobiles

356

Chapin-Morse Gear Co.,
Utica, New York.

Gentlemen:

Enclosed please find my orders No. 2843 and No. 2844. These, you will please note, are for Mr.[25] J. D. Courtney, formerly with the Eastern Mfg. Co. He is either making a new start with other parties or he is building this for[50] himself personally. He has requested me to do as well as possible by him on these articles, so possibly you may conclude it to be[75] good business policy to favor him on a special basis.

Yours very truly, (92)

357

Bowes Mfg. Co.,
2727 Spring Grove Ave.,
Covington, Ky.

Gentlemen:

We have yours of the 25th and take pleasure in enclosing reproductions of drawings of our various models of equalizing and steering gears[25] for automobiles. We also enclose discount sheets, "A" and "B," giving usual trade prices. We can better these prices to you if you are in[50] position to contract for a season's supply, guaranteeing to use a minimum quantity of 50 during the period of one year from date of contract.[75] In such event, we will allow you 5 per cent additional discount from the best prices quoted on discount sheet "A." The prices on discount[100] sheet "B" are our lowest

figures unless you get into considerably larger quantities. Any additional information that you desire we shall be pleased to furnish[125] promptly.

We regret to say that we are not manufacturing transmission gears at the present time, so can not serve you in this direction. We[150] have, however, what we believe to be the largest assortment of equalizing and steering gears on the market. We shall be pleased to have any[175] favors in this line that you can extend.

Very truly yours, (185)

358

Messrs. Alderson & Peters,
165 Adams Street,
Hoboken, N. J.

Gentlemen:

We have your favor of the 5th and note what you say regarding the Bowes Mfg. Co., Covington, Kentucky, also the Marshall-Wells Motor[25] Co., Racine Junction, Wisconsin, and Mr. Alderson's trip to St. Louis.

Our Mr. Chapin is occupying the position of official observer in the endurance run between[50] New York and Pittsburg, and is away from the office for a few days.

As soon as we hear from Mr. Courtney in regard to[75] bore in the gear, we will give the order our prompt attention.

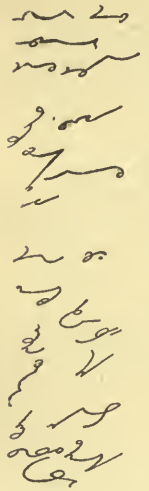
Very truly yours, (91)

359

Seymour Foundry & Machine Works,
Seymour, Ind.

Gentlemen:

We have yours of the 26th and beg to advise that if you have received a better price than we have quoted you[25] for equalizing gears, it is because some agent has violated his contract. In



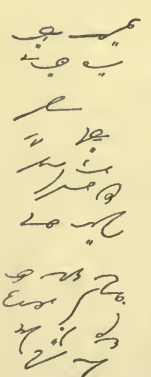
the long run you can get better prices from us than from[50] any one else on account of our plan of giving rebates. We hold strictly to the schedule given in the enclosed discount sheet "A."

If[75] you favor us with the order for a sample of our Model 1 equalizing gear, we will charge you $25.00, less 5 per cent,[100] 10 days, and will give you a rebate of $5.00 when your total quantity reaches 5 gears, and further rebates as shown on the[125] discount sheet. If you figure this out, we think you will find that our price in the long run is cheaper than you can obtain[150] from any one else. The rebates will be credited to you as fast as you are entitled to them. We shall be pleased to have[175] your order.

Regarding the gears which you say you would like to have accurately cut, would say that if you will forward the blanks here,[200] we shall be pleased to cut them for you immediately upon their receipt.

Very truly yours, (215)

360



Messrs. Lane & Meredith,
Public Square,
Centralia, Ill.

Gentlemen:

Today's mail brought us the following:

Transient Motor Co., Fort Wayne, Ind., an inquiry from them for descriptive circulars, prices, also deliveries on our[25] steering device. This was formerly the Rutenber Mfg. Co.

E. B. White & Co., 272 Woodward Ave., Detroit, Mich., write us for[50] quotations on compensating gears, both with sprockets and bevel gears, suitable for 8 H. P. vehicles, in quantities of 50 and upward. We enclose[75] carbon copy of our letter to them.

Very truly yours, (84)

361

Messrs. Benton & McCoy,
165 Ada Street,
Lansing, Mich.

Gentlemen·

Since writing you on Friday we have heard from the Itaska Roller Bearing Co., asking us for a sketch of our Model 9 equalizing[25] gear with 66 tooth bevel gear and 16 tooth pinion mate. We are enclosing blue print taken from tracing furnished them. We think they[50] are figuring with the National Sewing Machine Co., Peoria, Illinois, and we therefore furnish you this sketch, so that you may forward same to these[75] people.

The Badger Wheel Works, Racine Junction, Wisconsin, sent us an order for one Model 1 steering gear.

Very truly yours, (95)

362

Bowes Mfg. Co.,
Covington, Kentucky.

Gentlemen:

Replying to yours of September 30th, would say that the prices quoted on equalizing gears include the sprocket wheel attached to the differential.

If[25] you will place your order for a season's supply, guaranteeing to use a minimum quantity of 50 gears during the year, we will allow you[50] 5 per cent better discount than is quoted on the enclosed discount sheet, under heading Scale 4. On the Model 1 gear this equals[75] $16.20 less 5 per cent, which equals $15.39 net. If you would order and specify delivery on a straight quantity of[100] 500, we would give you an additional 5 per cent discount.

We expect that either our Mr. Henthorne or Mr. Kirchman will call upon[125] you in the near future,

but suggest that you continue making arrangements with us by correspondence if you are in immediate need of some of[150] the gears.

Trusting that we may receive your order, we remain

Very truly yours, (167)

363

Chapin-Morse Gear Co.,
Utica, New York.

Gentlemen:

Your favor of the 15th inst., also enclosures, received and noted.

BEST. We have notified Mr. Beek regarding the 57 gears still due[25] on 1903, and hope you will have his answer very soon.

WILSON. The writer has been delayed regarding seeing them today, but will hope[50] to do so tomorrow and then report to you.

DEVINE-SEIFER. The writer was at their factory on Thursday last and went over our matters[75] carefully with them. It would practically be impossible for them to adopt our steering gear and retain the tilting features they insist on retaining. It[100] is true that the fitting up and testing out of Itasca Roller Bearing Equipment is causing some delay with them. They broke a special steel[125] snap-ring which they could not get promptly from the I. R. B. Co., on account of their fire and which they are now making themselves[150] before they can proceed with their testing. It is also true that the Collins people are following up these people quite closely[175] to try to get their equalizing gear business. We will try very hard to see that they do not succeed.

The writer is arranging to go to St.[200] Louis next Monday or Tuesday.

Yours very truly, (211)

Manufacturing

Engines

364

J. M. McCullough's Sons,
316 Walnut St.,
Cincinnati, Ohio.

Gentlemen:

Replying to yours of the 23d, relative to our orders 167 and 711, for No. 3 pneumatic hammer[25] for the Lehigh Valley Railroad, would say that we should like to have you bill this hammer and fill this order as promptly as possible.[50]

Yours truly, (52)

365

The Post-Glover Electric Co.,
314-316 W.. Fourth St.,
Cincinnati, Ohio.

Gentlemen:

We are enclosing herewith a copy of blue print No. 157 ND 411 giving you general information[25] on the Multi-cylinder gas and gasoline engines. This blue print is not for the use of salesmen, but to be used in the[50] office when necessity arises.

Kindly acknowledge receipt of this letter.

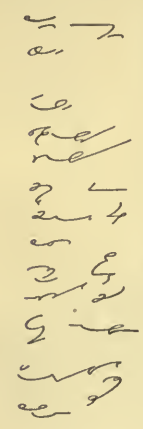
Yours truly, (62)

366

J. A. Fay & Egan Co.,
Front and John Sts.,
Cincinnati, Ohio.

Gentlemen:

Received your telegram regarding installation and foundation of 20 HP engine for the Dalton



Electric Manufacturing Company, St. Louis, and in[25] reply wired you as follows: "Installation of foundation at St. Louis, eight weeks, fish-joint," which translated reads the same with the exception of the[50] last word, the last code word meaning that eight weeks is the last date that we can possibly promise shipment.

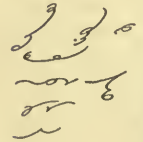
You understand from this that[75] we are willing to furnish the outfit for foundation, put in and erect the engine on the same, charging the customer all the expenses of foundation and[100] installation. In other words we want a clean net profit on this transaction of not less than $350.

We called the[125] factory up over the long distance 'phone; and they advise that they could not ship engine earlier than eight weeks after receipt of order.

Yours truly, (151)

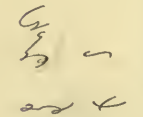
367

The O. Armleder Co.,
326 Longworth St.,
Cincinnati, Ohio.



Dear Sir:

We have your favor of the 22d, advising us that the cylinder on your "Jack Of All Trades" is cracked, and beg[25] to say that we do not understand this. All of these engines are tested at the factory before being shipped out, and are in perfect condition.[50] The only solution we have for the trouble is that you failed to drain off the water and the engine froze up and burst. If[75] such is the case we shall, of course, expect to charge you for repairs.



We enclose herewith price list and descriptions of parts; and if[100] you will advise us just what you want, the matter will have our attention.

Yours truly, (116)

368

The Bullock Electric Manufacturing Co.,
East Norwood, Ohio.

Gentlemen:

You wrote us the other day giving us information in regard to the price of the three and four horse power vertical engines, mounted[25] on wooden base.

We have misplaced your letter and would be glad to have you send us a copy of same.

Yours truly, (48)

369

The O. Armleder Co.,
326 Longworth St.,
Cincinnati, Ohio.

Dear Sirs:

Replying to yours of the 3d, advising that you have inquiry for a gasoline engine, complete, for handling draw bridge 150 feet[25] long, would say: before the factory can figure on it at all it will be necessary for you to furnish blue print of the draw[50] bridge. When you get this, take the matter up with Beloit direct, sending them the print so that they can fill out with the necessary[75] machinery and proper size engine.

Yours truly, (84)

370

Messrs. Rischel & Jolly,
Roswell, New Mexico.

Gentlemen:

We are in receipt of a letter from Mr. Wilson of the London house, referring to purchase of gas producer from Wiedcnfeld Company, Louisberg,[25] Germany.

Mr. Wilson states that Mr. Hobart handed him £28 with which to purchase producer, and when

Mr. Wilson came to make purchase[50] he found that the price he would have to pay was £52 10s, instead of £28. He finally made arrangements to get them[75] to make their price 2100 marks, less 58 per cent, F. O. B., Hamburg, London, or Antwerp, this price not including the[100] price of fire brake.

We wish you would advise us whether or not Mr. Wilson ought to have paid the additional price, for he has[125] made the purchase and will charge up the balance to us. Kindly let us hear from you promptly so that we can get the matter[150] straightened up.

Yours truly, (154)

371

Mr. E. H. Townsend,
Detroit, Michigan.

Dear Sir:

We are enclosing herewith copy of letter that we have just written to the Cincinnati house regarding the contract you made with the[25] Detroit Electric Company for 20 HP vertical, for their exhibition at St. Louis. We would be glad to furnish this outfit if possible; but[50] as the time is now too short, we would suggest a 20 HP horizontal electric direct connected, which would be as satisfactory in every way. The[75] only thing is that it will take up slightly more room than the vertical.

We wired you on the 24th, regarding the same deal;[100] and the telephone girl has advised us that you promised to call and pay for the message which was sent C. O. D., 31[125] cents, but that you have not as yet done so. Kindly give this matter your attention at once if you have not already done so.

We[150] trust that you will be able to get this matter adjusted and advise us promptly.

Yours truly, (167)

372

Modern Iron Works,
Quincy, Illinois.

Gentlemen:

Replying to yours of the 22d, regarding the substitution of the Gladstone for the Edison battery, would say that we will circularize the[25] branches on the subject as soon as we receive your report on the comparative tests you are now making between the two different makes.

As[50] we understand, there should be no complaint, for the reason that the elements in both batteries are practically the same and the output, so far[75] as we have been able to tell, is as good in one as in the other.

Yours truly, (93)

373

The Warner Elevator Manufacturing Co.,
Cincinnati, Ohio.

Gentlemen:

Referring again to your letter of the 8th regarding the "W" large gear with shaft and cam shipped to Pickayune, we would say[25] that our Railroad Department wrote you on the 9th advising you on what date the gear was originally shipped to the New Orleans & North[50] Western Ry. Co.

We have not yet received a reply to that letter of the 9th, neither have we received credit memorandum for[75] the defective gear.

Kindly attend to this matter as soon as possible.

Yours truly, (86)

Manufacturing

Machinery

374

Messrs. Wilson & Son,
Memphis, Tenn.
Gentlemen:

Replying to your favor of the 14th inst., we are pleased to state that part of your order for special screws will go forward[25] today.

We will also include in this shipment your order for five gross No. 5x⅝ flat head wood screws.

We trust this will[50] be satisfactory, and are pleased to remain

Very truly yours, (60)

375

Bates Machine Co.,
Peoria, Ill.
Gentlemen:

Answering your inquiry of the 14th inst. in regard to ½x2 Studs, we are pleased to state that we will ship[25] 400 of these today by freight. We trust this will be satisfactory, and thank you for the inquiry.

Yours very truly, (47)

376

Mr. R. T. Baumgarten,
Ashland, Kentucky.
Dear Sir:

Replying to yours of the 24th inst: We are sending you, under separate cover, a number of circulars of the France metallic packing,[25] also

circulars of the White Star oil filter of which we are the agents in this territory. We will be pleased to furnish the packing[50] to any responsible party in your territory, subject to a trial of 30 days. We further guarantee these packings for a period of five years[75] from date of application. This packing is furnished at a uniform price of $10.00 per inch diameter of rod.

The dice boxes referred to[100] were overlooked by us and were forwarded today. You will no doubt receive them about the same time that you get this letter.

Thanking you[125] for your continued interest in our behalf and trusting that we may be favored with at least a portion of the metallic business in your territory,[150] we remain

Yours very truly, (155)

377

Mr. Geo. Hargraves, P. A.,
C. B. & Q. R. R. Co., City.

Dear Sir:

Referring to your order, No. 8932, of August 12th, we have not been able to obtain washer like sample[25] you sent. We enclose one which is the nearest to it we can find. If this will answer, kindly advise us, and return sample.

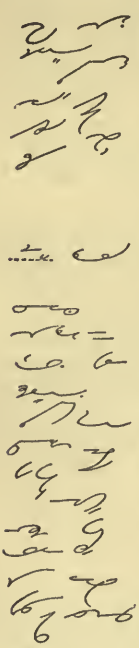
Yours[50] very truly, (52)

378

Messrs. W. D. Howells & Co.,
Burlington, Vt.

Gentlemen:

The writer had the pleasure of meeting Mr. J. E. Smith, mechanical engineer for the Armour Packing Co.; and in reference to the question[25] of new machinery, he desires that we submit to him detailed proposition on two 6-ton compressors to



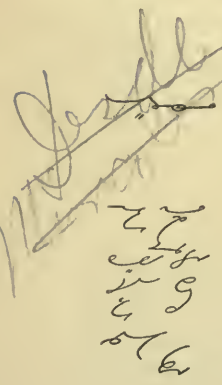
be connected to Cross compound condensing engine[50] of the Filer & Stowell make. I asked him why he would not consider the Hamilton engine, and his only reply was that they wanted[75] the F. & S. He also stated that these machines would have to be designed as to capacity, and that the actual floor space necessary in[100] width could not exceed the other machines now in place at their plant by more than six or possibly eight inches from center of cylinder[125] to center of cylinder. He also requested that this proposition include the necessary ammonia condensers to be built on the internal circulating system, or something[150] on the pattern of the Westerling & Campbell condensers. The reason for desiring this particular type was that he did not have the necessary floor[175] space for the atmospheric condensers. But, in any event, this particular part of the propositon could be modified in case the necessary room for[200] atmospheric condensers can be provided later on. Mr. S. stated that he would like this proposition sometime on or about the first of August, as[225] he expected by that time to be able to take the matter up for final consideration.

Yours truly, (243)

379

The Lunkenheimer Co.,
213-223 E. Eighth St.,
Cincinnati, Ohio.

Gentlemen:



In response to your letter of Feb. 16th, we beg to submit enclosed blue-print of the Elliott Patent fender for your approval. Kindly[25] bear in mind that the operation of our cars is very different from the trolley or cable system, and that it will be almost impossible[50] for us to attach a fender of the basket design to the body of our car.

Respectfully yours, (68)

380

Mr. John Wilson,
Minneapolis, Minn.

Dear Sir:

We are in receipt of your order of the 14th for one hundred 3-8 x 2 cap screws, to be shipped A. L.[25] Andrews, Milwaukee, on the 25th. You fail to specify whether you require square or hexagon head cap. As we have furnished you heretofore with both,[50] we are in doubt what to send you, and await your further instructions.

Yours very truly, (66)

381

H. H. Meyer Packing Co.,
Columbus, Ohio.

Gentlemen:

Our Mr. Leonard C. Schmidt has returned, and reports having had the pleasure of meeting you while in Cincinnati a few days ago. He[25] has asked us to make you a quotation on ammonia condenser; and we are pleased to quote you as follows.

We shall be pleased to[50] furnish you with 5 sections of our atmospheric ammonia condenser, each section 18 pipes high, 20 feet long. These condensers are constructed of 2-inch[75] pipe made from selected skelp especially for ammonia use. The pipes are put together with forged Bessemer steel flanges and semi-steel return bends. The [100] flanges are screwed and soldered to the pipe while hot and are, therefore, shrunk on. The recess on back of flange is then flushed with[125] solder, making a perfectly tight joint. Condensers will be provided with galvanized water troughs with leveling device and have perforated steel drip strips between the[150] pipes to insure a more free circulation of air, and to secure an even distribution of water over the pipes. The condensers will be

supplied[175] with the necessary valves, fittings, etc., and we will deliver them to your building in Cincinnati, erect them, and make connections with your existing liquid[200] and gas lines, all for the approximate sum of $1,365.00.

Should you desire a more detailed proposal, we shall[225] be very glad, indeed, to furnish you with same, and we trust that we may have the pleasure of securing your valued order for the material required.

Yours very truly, (255)

382

Messrs. Dooley & Ayres,
Moline, Illinois.

Gentlemen:

We have your esteemed favor of the 12th inst., H-1724, but do not enter same. We notice you[25] specify a 12 in. diameter conveyor with a drive end only 1½ in. diameter, which seems to be a mistake.

The standard diameter[50] for 12 in. is 2 in. exactly; and it may have been your intention to specify 9 in. conveyor instead of 12 in.

Thanking you[75] and awaiting your prompt reply, we are

Yours very truly, (85)

383

Mr. H. A. Burchfield, Superintendent,
Evansville & Princeton Electric Railway,
Ford Branch, Indiana.

Dear Sir:

Referring to our conversation of last Wednesday, I would be pleased to make you the following proposition:

We will apply the France metallic[25] packing to the piston rods and valve rods of the Lane & Bod-

lcy cross compound Corliss engines, which you are about to install, for the[50] sum of $7.50 per inch. We would also install the France metallic packing on the valve rods of the exciter engines[75] for the sum of $7.50 per inch. We would not recommend the use of metallic packing on the valve[100] rods of the exciter engines owing to the fact that the length of stroke of the valve rods is variable on account of the variation of[125] load.

We will apply our packing to the engines as specified above, subject to a trial of 30 days; and it will be removed by us[150] should it not prove entirely satisfactory to you. We will further guarantee to keep these packings in repair for a period of five years dating[175] from their installation.

Trusting that we may be favored with your order for this packing which will receive our prompt attention, we remain

Yours very truly, (203)

384

Messrs. Lenox & Benfield,
Oskaloosa, Iowa.

Gentlemen:

We have your valued order of the 29th inst., 1239,[25] but are not able to make same without the bushings to reduce the size to ¾ in. Unless we use some kind of a bushing[50] we shall not have sufficient thickness in the wall of the pipe to attach the end lugs.

Do you want these conveyors less than 3[25] in. diameter as furnished recently to go in a 3 in. pipe?

Thanking you and awaiting your prompt instructions, we are

Yours very truly, (99)

385

Messrs. N. Staples & Son,
Morris, Illinois.

Gentlemen:

We have your favor of the 29th inst. and are pleased to name you a net price of $50.00 f. o. b. Chicago[25] for,

1 36 in. x 8½ in. x 3 15-16 in. friction clutch pulley. The pulley would require 23 inches on[50] the shaft.

We hope to be favored with your valued order, and remain

Yours very truly, (66)

386

Laidlaw-Dunn-Gordon Co.,
Elmwood, Ohio.

Gentlemen:

We are enclosing you herewith a small circular of the Crossman engine governor which we trust you will give a careful perusal. This governor is[25] the only throttling governor that has embodied in it the inertia principle. We should be very glad, indeed, to have you try them in connection[50] with your high duty elevator pumps. We feel confident that should you give them a trial we shall be favored with your business for[75] throttling governors. We would be pleased to furnish you with one of these for trial, subject to your own terms of trial and approval, and[100] will guarantee the prices to be not more than you are paying at present for the governors which you are using. This governor has been[125] in constant operation for more than a year; and we have so much confidence in its success that we are now placing it on the[150] market.

We trust that you will give us an opportunity

to ship you one of these governors at an early date. Thanking you in advance[175] for any courtesies that you may extend to us, we remain

Yours very truly, (190)

387

Messrs. Johnson & Roos,
Arlington, Minn.

Gentlemen:

We have your valued order of the 12th inst., but do not enter same as we are not sure about the style of elevator[25] buckets wanted.

The standard Avery buckets are 10 x 5½ in., but we can furnish 10 x 4⅓ in Salem pattern,[50] or square cornered riveted buckets. Please advise us promptly.

Thanking you, we are

Yours very truly, (66)

388

Messrs. Beacon & Burpee,
Pittsburg, Pa.

Gentlemen:

We have your favor of the 29th inst. and in reply are pleased to name you a net price for $48.50[25] f. o. b. Chicago for material for link belt elevator as follows:

1 Head shaft, with pillow blocks and set collars for same.[50]

1 30 in. No. 77 sprocket wheel keyed to head shaft.

1 wooden elevator boot complete, witth shaft projecting for sprocket wheel.

Enough No. 77 link[75] belt for elevator 34 ft. from out to out.

8 x 5 Elevator buckets, regular riveted steel buckets, for above elevator.

Bolts for fastening buckets[100] to chain.

The boot is figured in at $15.00. We do not figure on the sprocket wheel on boot shaft, as you do[125] not state the speed of the shaft from which you will take the power. We should be glad, however, to furnish the necessary sprocket wheels[150] at a discount of 50 and 10 per cent.

Hoping to be favored with your order, which shall have our prompt attention, we are

Very truly yours, (177)

389

Messrs. Cooper & Rogers,
Newton, Kansas.

Gentlemen:

We have your valued order of the 29th inst. which we have entered for prompt attention.

We understand that style "A" take-up boxes[25] are wanted and that one end of each 25 x 2 7-16 shaft is to be keyseated for coupling.

The last item calling for[50] 10 ft. No. 62 chain bits, we interpret as ordinary link belting.

With many thanks, we are

Yours very truly, (70)

390

Mr. O. X. Tuttle, Pur. Agt.,
Glucose Sugar Refinery,
Chicago.

Dear Sir:

The France Packing Company, after a successful career of over twelve years in the manufacture[25] of metallic packings, about a year ago determined to enter into the line of manufacturing fibrous packings of all kinds. Since that time we have been accumulating a stock, and are in a[50]

position to make immediate deliveries on all sizes, grades and types of fibrous packings. We are in a position to name you rock-bottom prices[75] in quantity lots. We believe that it would pay you, as a large user of fibrous packings, to give us an opportunity to bid on[100] your supplies the coming year. Upon request we will furnish you with any reasonable amount of packing that you may require to give it[125] a sufficient trial.

We are making all grades of flax, gum core packing, diagonal, spiral, and asbestos, round or square braided packings. We have opened[150] a store, 165 Lake Street, where it is our intention to carry a full line of packings in order to be in a[175] position to make immediate deliveries of small orders.

We are also the representatives of the Crossmann Engine Governor Company, and the Pittsburg Gage & Supply[200] Company's White Star oil filter, and the Bonar elevator piston rod lubricator, circulars of which are enclosed herewith.

Should you be in the market for[225] any of the articles above enumerated, the writer would be pleased to call upon you at your convenience to take up the matter.

Thanking you[250] in advance for your favorable consideration of this matter, we remain

Yours very truly, (264)

391

Messrs. Whitely & Taylor,
Selma, Alabama.

Gentlemen:

We note your favor of the 10th inst.; and it seems that the letter of your Mr. Bazemon refers to 4 pieces of perforated[25] metal short and not the bundle of wire.

We will express four pieces as soon as possible

and will thank you to notify railroad agents[50] about shortage, as our receipt seems to cover all that we invoiced.

Awaiting your further favors, we are

Yours very truly, (71)

392

Mr. R. C. Carpenter,
Ithaca, N. Y.

Dear Sir:

We are enclosing you herewith circulars of our metallic packing and the White Star oil filter and the Crossman engine governor, which we[25] trust you will find to your interest to read. Should you be interested in any of these articles in connection with your new plant at[50] Louisiana, Missouri, we would be pleased to make you a proposition. Our confidence in all of these specialties which we are handling is such that[75] we would not hesitate to furnish you them subject to your own terms of trial.

We would respectfully call your attention to the long list[100] of well known engine builders and large users of engine power who are using our metallic packing. Please note the list of repeat orders that[125] we have been favored with by these people. We would also call your attention to the list of users of the White Star oil filter.[150]

The Crossman engine governor is an entirely new adaptation of the well-known inertia principle of governors. This, we believe, is the only throttling governor[175] using this principle on the market today. It has been in successful operation in Pittsburg for more than a year. There are a small number[200] of them at present in operation, but we are pleased with the number of inquiries and orders which we are receiving, and believe that this[225] type of governor has come to stay and will

fill a long-felt want. We should be pleased to furnish you with any number of[230] these on trial, and trust that in making up your specifications for your power plant at Louisiana you will give our goods due consideration.

Thanking[275] you in advance for any courtesies that you may extend to us, we remain

Yours very truly, (292)

393

Messrs. Gale & Co.,
England, Ark.

Gentlemen:

We note your favor of the 9th inst., and will duplicate shipment of box ends by express.

We are doing all we can to[25] locate the wood split pulley but do not wish to duplicate until a last resort, as the pulley was a very odd size and worthless[50] for stock or any other purpose.

Awaiting your further favors, we are

Yours very truly, (65)

394

Messrs. Brown & Co.,
Bloomington, Ill.

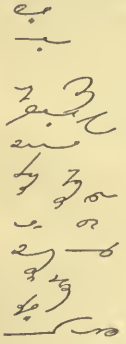
Gentlemen:

Answering yours of the 14th inst., we are pleased to state that we are able to obtain one gross each of 4-32[25], 5-16 and ⅜ round head machine screws, which were shipped with the balance of your goods by express yesterday. The item 4-32[50]x½ we are unable to obtain.

We trust this will be satisfactory, and beg to remain

Yours very truly, (71)

395



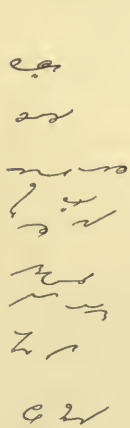
Edw. P. Allis Co.,
Milwaukee, Wis.

Gentlemen:

Referring to the defective crank tail casting, which we thought Mr. Daniels would be willing to accept, we would further advise that we are[25] in receipt of a letter from our General Office in which they advise that they are taking the matter up direct with him, regarding the[50] acceptance of this casting; and we will advise you further in the matter as soon as we have further advices from our Chester office. In[75] the meantime, will you kindly hold this casting at your works?

Yours very truly, (89)

396



ALLIANCE WORKS:

Referring to Railroad Supply Co.'s order of the 16th inst., copy of which we enclose herewith, calling for twelve (12) No. 6 and twelve (12)[25] No. 28 Hein knuckles. Will you kindly ship these knuckles out on Monday if possible? The Illinois Central R. R. Co. gave us the order[50] for these knuckles; but as our agreement with the Railroad Supply Co. does not permit our selling knuckles direct to the railroad companies, we rejected[75] the order and advised them that if delivery was any object they could get these knuckles at once through the Railroad Supply Co. They would[100] greatly appreciate it if you could ship the knuckles as stated above.

Awaiting your further advice on the subject, we are

Yours very truly, (125)

397

Mr. J. S. Walters,
Calumet Steel Co.,
City.

Dear Sir:

As per conversation yesterday, I understand that I have purchased of you one car No. 1 wrought scrap at $11.00 per ton,[25] net, f. o. b. cars, South Chicago. Kindly ship same to the Pullman Iron & Steel Co., at Pullman, Ill; loading car as heavily as [50]possible.

Yours very truly, (54)

398

Messrs. Johnson Bros. & Angel,
456 W. Third St.,
St. Paul, Minn.

Gentlemen:

I have on hand for immediate shipment ten miles of 48 lb. first quality new steel T rails, complete with fastenings; also have a[25] large quantity of lighter weights, new steel rails. Have 150 to 200 tons of 56s to 60s steel T relayers, on[50] which I can make low prices. If you are interested I should be pleased to hear from you.

I am at all times in the[75] market to purchase scrap of any description.

Yours very truly, (85)

399

CHESTER OFFICE:

Replying to your K.452 of the 13th inst. A. S. C., we would further advise that the first coupler that[25] the Automatic Interchangeable Car Coupling

Co. made, was called the Fox, but was afterwards changed to the California coupler.

We know of but one[50] Fox knuckle that was made; and this had a slot in the tail end of the knuckle.

Upon calling Mr. Wells' attention to the stock of[75] sixteen Fox knuckles which you have at Alliance, he said that he occasionally had a call for some of these castings; and of course when[100] he does receive an order for them, he will bear us in mind. Inasmuch as there were only a few of these couplers[125] made, there will be only a limited number of calls for these knuckles.

Yours very truly, (139)

400

William A. Watson Harvester Co.,
St. Paul, Minn.

Dear Sirs:

Replying to yours of the 11th, would say that one car of steel borings and turnings has been shipped to you. The other[25] one will probably go forward in the course of a week or so. I find that after shipping this last car I shall still have[50] for sale, for shipment in both November and December, four or five cars more of the same class of material. If you wish to cover[75] yourself on this material for November and December shipment, I should be pleased to enter your order.

Yours very truly, (95)

Mining

401

Mr. James Prost,
Huntington, Ind.

Dear Sir:

I made an assay of an average sample of two feet of ore taken from the A tunnel today, which gave 14 per cent[25] copper. This streak of ore lies immediately under the hanging wall and next to it; it continues all along the hanging wall in the face[50] of the stope. From all appearances this A tunnel is going to prove to be a "Bonanza." Samples from other streaks of ore which vary[75] from one to nine inches, when developed, will assay 14 per cent to 21 per cent copper.

Yours truly, (95)

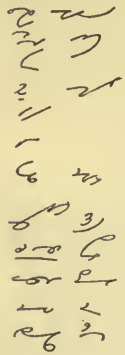
402

Mr. J. C. Leggett,
Lebanon, Ohio.

Dear Sir:

I have been delayed in getting out the statement with regard to the mine, which you required, but at this writing have now[25] gotten same. I wish to say in this connection that all the bills have been paid with the exception of the Supply Co., $9.00,[50] which is not due and which will be paid by your humble servant at the time said account matures. Mr. Andrews' account is still due[75] and in explanation of this would state that Mr. Andrews is in California, where he has gone for his health; on his return he will[100] pay up in full for his delinquency.

I also wish to state that the mine is now fully

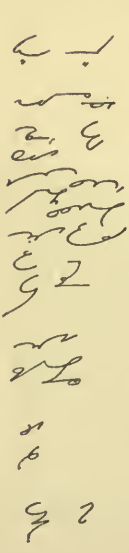


equipped, as we have had the machinery[125] installed and a building constructed to cover same. Large bunk houses and dining rooms have been built and we have also about 200 cords[150] of wood cut, corded and paid for. A road has also been built from the mine to the town; and everything is ready to proceed[175] with the work as soon as these delinquent payments are made.

In addition to this we have also done $300.00 worth of work[200] on the C. Q. group. This was absolutely necessary on account of the assessments. A small shaft was sunk and we found very good ore[225] that will pay to extract.

Yours truly, (232)

403



Mr. W. I. Fell,
Baltimore, Md.

Dear Sir:

On Nov. 4th you wrote me in answer to my letter concerning the mining property. I wrote you the second letter some time[25] ago. Not hearing anything from you I concluded that probably it did not reach you. I take the liberty of again calling your attention to[50] what I consider a splendid opportunity to make a small investment. Continued developments at the mines are proving beyond any doubt the great value of this[75] property; and I only call your attention to it again because I should like to have my friends enjoy a good thing.

The copper[100] situation is getting into splendid shape again and there is no question but that the copper business is going to prove very valuable and profitable[125] in the years which are to follow.

Yours truly, (134)

404

Mr. B. T. Barber,
Phoenixville, Pa.

Dear Sir:

We have just closed a contract for the last 50 ft. upon the B tunnel and now are in the hill the distance[25] of 30 ft. We have let a new contract for 50 ft. additional; we think that 200 ft. more will bring us to the ore[50] body, which will be immediately below the B shaft. Everything looks prosperous with reference to the property, the bills all being paid, and we have[75] an income of about $500.00 per month.

Nothing has been done with reference to the K bonds since last report; in fact, I[100] think it will be necessary for you and those largely interested in said property to meet some time in the future and devise some plan[125] for the development of this property. It does seem too bad that we have such an excellent property and no one takes any interest in it[150] except me. I am ready to hear suggestions from any one and will follow anything I think will be of interest to the company.

Yours truly, (176)

Civil Service

405

Hon. George A. Perry,
Cumberland, Md.

Sir:

In reply to your recent telegram addressed to the Fourth Assistant Postmaster-General I beg to advise you that on September 24 last the[25] allowance for clerical assistance at Rockville, Md., was reduced from $1,100 to $360 per annum, to take[50] effect October 1, 1903. This action was based upon reports from the postmaster and officials of this Department, showing that, in accordance[75] with the present law, the latter amount is as much as can be approved for clerk hire at Rockville, that office being of the third[100] class.

Very respectfully, (103)

First Assistant Postmaster-General.

406

Department of the Interior,
Office of Indian Affairs,
Washington, June 21, 1902.

Sir:

This office is in receipt, by Department reference, for report, of S. 3622, a bill to provide for the[25] payment to the heirs of Darius B. Randall, deceased, for certain improvements relinquished to the United States for the use of the Nez Percé Indians,[50] referred to the Department with request for a report thereon, by Hon. William M. Stewart, chairman of the Senate Committee on Indian Affairs.

The bill[75] appropriates $3,161, out of any money in the Treasury not otherwise appropriated, to pay to the heirs of Darius[100] B. Randall, deceased,

for certain improvements situated on the Nez Percé Indian Reservation, relinquished by said deceased to the United States for the use of[125] the Nez Percé tribe of Indians.

Under date of January 8, 1879, this office made report upon a communication from Senator Allison, chairman of[150] the Senate Committee on Indian Affairs, enclosing a copy of Senate bill 681, to provide for the payment to Loyal C. Brown,[175] administrator of the estate of Darius B. Randall, deceased, for certain improvements relinquished to the United States for the use of the Nez Percé Indians,[200] in which the Commissioner said:

"I am convinced that justice and good faith require the payment of compensation in the premises; and the only remaining[225] question relates to the sum which should be allowed therefor. In the absence of a formal appraisement of the improvements of Mr. Randall, I am[250] of the opinion that the sum of $1,500, as finally fixed by Messrs. Shanks and Monteith, should be adopted as the[275] correct valuation."

He therefore recommended the passage of the bill when amended by striking out the sum of $3,161 and[300] inserting in lieu thereof $1,500, with interest thereon at 6 per cent per annum from August 4, 1873, until[325] paid.

It is not found that the Senate committee made any report on this bill, but on January 31, 1879, a report was made[350] on a similar bill in the House of Representatives (H. R. Report No. 87, Forty-fifth Congress, third session), which recommended the passage of the bill[375] with an amendment reducing the amount to $1,575, that sum to be deducted from the last of twenty installments to[400] be paid the Nez Percé under the fifth article of the treaty of 1855. (12 Stats., 957.)

The twenty installments[425] under said treaty have long since been paid. As the amount fixed

in the present bill is less than the amount recommended in office report[450] of January 8, 1879, with the interest therein recommended to be paid, this office recommends the passage of the bill.

A copy of said[475] office report of January 8, 1879, is enclosed herewith.

Very respectfully your obedient servant,

The Secretary of the Interior. (490)

407

Mr. James P. B. Viers,
Postmaster, Rockville, Md.

Sir:

I beg to acknowledge the receipt of your personal letter of the 6th instant, requesting an additional allowance for clerk hire. The allowance was[25] increased from $360 to $600, to take effect November 1, under date of January 9 last, on recommendation of[50] Post-Office Inspector Sharon; and on January 26 last you were directed to make a new count of the transit mail to ascertain whether any[75] further allowance could be made under section 308, Postal Laws and Regulations. Apparently you have not reported on this request, and no[100] further action can be taken. The Department is not warranted in making any additional allowance under section 309.

Very respectfully, (123)

First Assistant Postmaster-General.

408

Steamboat Inspection Service,
Office of Supervising Inspector, Fifth District,
Dubuque, Iowa, December 11, 1906.

Dear Sir:

I am in receipt of your favor of December 7, 1906, asking me to use my efforts in obtaining a[25]

remission of the penalty imposed on Capt. A. M. Short for violation of the law in navigating the steamer Waunetta after the expiration of her[50] inspection certificate.

In reply I wish to assure you that I would be pleased to serve you in aiding Captain Short, but I have no[75] authority, officially, in the matter, it having gone out of my hands when I referred it to the surveyor of customs at this port, Mr.[100] John M. Lenihan, at which time I recommended leniency in Captain Short's case. The enclosed copy of Mr. Lenihan's report to the Department will show[125] that he, in turn, recommended that the fine be remitted.

However, when I am in Washington, D. C., next January, I shall be pleased to[150] do what I can in Captain Short's behalf.

It would seem to me that if you would take the matter up with one of the[175] United States Senators, and have him intercede with the Secretary, he could be influenced to remit the penalty; and in that case I would[200] be glad to call, with one of the Senators, upon the Secretary and state the circumstances to him.

Trusting that this will be satisfactory to[225] you and that I may have an opportunity of assisting you in this way, I have the honor to remain

Very sincerely yours, (248)

409

Chapman W. Maupin, Esq.,
Office of the Solicitor of the Treasury.

Sir:

I have given your Digest of the Court of Claims Reports, in typewritten form, a hasty examination, and in so far as I am[25] able to judge from this examination it is a most excellent work and will

fill a long-felt want of the accounting officers of the[50] Treasury.

The plan of the work is most excellent; and it will no doubt prove an invaluable aid to those of us who are interested[75] and governed to a large extent by the decisions of the Court of Claims.

If you will pardon a sugestion, I would advise that blank[100] leaves and pages be left in the back, so that its users may be enabled to keep it up to date by indexing and digesting[125] therein the decisions of the courts as they subsequently appear under their proper headings and indexes.

Yours truly, (143)

410

The Hon. Francis E. Warren,
Chairman Committee on Claims,
United States Senate.

Sir:

I have the honor to acknowledge the receipt of your letter of the 10th instant, forwarding a copy of a joint resolution pending before[25] the Senate Committee on Claims, to inquire into the claim of the Wales Island Packing Company (S. R. 45), and to inform you that the[50] memorial of the company, which is printed as House Document No. 510, Fifty-eighth Congress, second session, appears to the Department to possess[75] elements of equity entitling the case to a careful investigation and report, which is all that the resolution contemplates.

I have the honor to be,[100] sir,

Your obedient servant, (105)

411

Sir:

I have the honor to acknowledge the receipt, by your reference of the 5th instant, of S. 3622, "A[25]

bill to provide for the payment to the heirs of Darius B. Randall, deceased, for certain improvements relinquished to the United States for the use[50] of the Nez Percé Indians."

In response thereto I transmit herewith a copy of a report of the 21st instant from the Commissioner of Indian[75] Affairs and its enclosure.

The Commissioner's report shows that this claim was favorably considered by his Office in 1879 and that he now recommends[100] the passage of the bill.

The recommendation of the Commissioner meets with my approval.

Very respectfully, (116)

412

Government Printing Office,
Office of the Public Printer,
Washington, D. C., February 22, 1904.

Hon. T. C. Plant,
Chairman Committee on Printing,
United States Senate.

Sir:

Replying to your letter of the 18th instant, wherein you ask from me a full statement of the situation in respect to the amendment[25] to Senate bill 2665 suggested by me, I have the honor to state:

First. The employees in the Office are[50] now paid for twenty-six working days' leave of absence for each fiscal year, which must be taken after the expiration of the fiscal year in[75] which it is earned, under the law as construed by the Comptroller of the Treasury.

Second. The amendment to the bill suggested by me extends[100] the annual leave of all employees to thirty working days in each fiscal year. The

wording of the amendment was copied from the proviso in[125] section 4 of the legislative act of February 24, 1899 (30 Stat., 890), and that form was suggested for the reason[150] that the proviso has been held by the Comptroller of the Treasury to accomplish in the Executive Departments the end which this bill seeks to[175] effect in the Government Printing Office.

Third. The proviso to the amendment was suggested as a means for simplifying the work of keeping the leave[200] accounts of the employees in the office engaged on supervisory and clerical work, who were paid annual salaries, or weekly or monthly compensation. All other[225] employees are paid at daily or hourly rates. The advantage gained will be that the separate "pay roll" now used in making payment of money[250] for leave to the former class of employees will be done away with, and they will be paid in the same manner as are the[275] clerks and employees in the Executive Departments. There are about 175 employees who will be affected by the proviso.

Respectfully, (298)

413

Mr. S. G. Furber,
President, National Export Association,
New York.

Sir:

I have the honor to acknowledge receipt of your letter of December 11, relative to the publication of certain material for educational purposes upon[25] the question of a reduction of the duties of Cuban products, principally sugar and tobacco. In this letter you enclose samples of the proposed circulars[50] and accompanying letters, with the statement that your list comprises 30,000 names, and that the cost per issue will be about $2,880.[75] The work is to be first quality, 2-cent postage, letters sealed and carefully directed.

You are hereby authorized to make[100] the necessary arrangements to send two issues of 80,000 circulars in accordance with the samples enclosed, together with additional information which will be forwarded[125] you from Cuba on my return.

Very truly yours, (134)

414

Department of Commerce and Labor,
Office of the Secretary,
Washington, February 11, 1907.

Dear Sir:

I beg to acknowledge the receipt of your communication of the 10th instant, enclosing a copy of a joint resolution (S. R. 45)[25] for the relief of the Wales Island Packing Company and requesting that all papers, or copies of same, on file in this Department relating to[50] this claim be forwarded for the use of your committee, with the Department's opinion as to the merits of the claim.

It does not appear[75] that any papers in reference to the claim covered by the resolution have been filed in this Department; and as the Department possesses no information[100] whatever regarding it except that conveyed in the memorial of the company published as House Document No. 510, a copy of which[125] accompanies your letter, it is hardly in a position to express an opinion as to the merits of the claim without making further inquiry regarding[150] the facts. If your committee desires, the Department will be pleased to make such inquiry.

Very truly yours, (168)

Hon. Francis E. Walling,
Chairman Committee on Claims,
United States Senate.

415

Gentlemen:

In response to the accompanying resolution of the United States Senate, passed on March 3, 1904, I have the honor to[25] submit the enclosed copies of reports made by the food inspectors and by the inspector of marine products relative to the inspection of meat, poultry,[50] game, fish, and oysters brought into the District of Columbia in cold-storage or refrigerator cars.

Respectfully, (67)

The Commissioners of the District of Columbia,
Washington, D. C.

416

Purcell, Ind. T., January 6, 1906.

Hon. John H. Stephens, M. C.,
Washington, D. C.

My dear Sir:

I wish you would kindly send me by return mail several copies of the bill that I am advised you introduced in[25] Congress providing for an appeal from the Chickasaw and Choctaw citizenship court to the Supreme Court of the United States.

I am greatly interested in[50] this question, both as a practising attorney and as one who wants to see fair play and justice done. I feel that no greater outrage[75] could be perpetrated upon the hundreds of deserving citizens of the Chickasaw and Choctaw nations than to deny them the right of appeal from[100] the judgment of the so-called citizenship court. The right of appeal, it occurs to me, is a constitutional one, and to say that[125] thousands of people should be denied this right in cases such as the one under consideration, wherein millions of dollars' worth of property is involved,[150] is simply outrageous.

Many of these applicants for citizenship have for many years prior to the passage of the act of June 10, 1896,[175] made application to the Indian councils of the Chickasaw and Choctaw nations, but because of their lack of means and ability to "pay the price[200] demanded" were never enrolled by the tribal authorities. This fact is a notorious one, not only in the Chickasaw and Choctaw nations, but also far[225] beyond their limits.

To say that this court should in seventeen days' time vacate and set aside the judgment of the Federal courts in the[250] Territory, rendered during a period of almost seven years' time, without even the right of an appeal to a higher tribunal, is something unheard of[275] in American jurisprudence.

I most sincerely trust you may be able to give this bill your earnest support and attention. No more just measure affecting[300] a particular class of people could, it seems to me, come up for your consideration.

Thanking you for your numerous past favors, I am

Very respectfully, (326)

417

Sir:

I have the honor to report penalty of $500 imposed on Capt. A. M. Short for violation of the law, by the[25] steamer Waunetta, in navigating from September 30, 1903, until October 8, 1903, after the expiration of her certificate of[50] inspection. The said fine or penalty has been paid and deposited with assistant treasurer of the United States, Chicago, Ill.

I herewith enclose report of[75] same made by Mr. John D. Sloane, supervising inspector, fifth district, and also sworn statements of Capt. A. M. Short and four other persons who[100] were on board

of the vessels during the period of the storm and high wind prevailing between September 30 and October 8, 1903.[125]

Considering the difficulties under which Capt. A. M. Short was placed in trying to save the raft of lumber said vessels were towing, during the[150] storm and prevailing high winds on the Mississippi River at the time stated, in my opinion he was unavoidably detained through bad weather from arriving[175] at this port in time for inspection.

The said Capt. A. M. Short has been navigating the Mississippi River on vessels as master and pilot[200] thirty years, and has never been known to violate the navigation laws during all that period.

I therefore recommend that the penalty, viz; $500,[225] be remitted.

Respectfully submitted, (229)

The Secretary of the Treasury,
Washington, D. C.

418

Department of Justice,
Washington, D. C., November 28, 1905.

Sir:

I beg to enclose herewith, for the information of your committee, a copy of a letter dated the 17th instant, from the United States[25] attorney for the eastern district of New York, suggesting an amendment of the law so as to make the detention of seamen's clothing a misdemeanor,[50] together with a copy of an act which he has drafted for that purpose.

Respectfully, (65)

Acting Attorney-General.

Hon. G. F. Moore,
Chairman Committee on the Judiciary,
United States Senate.

419

Mr. Louis J. Wortham,
Oriental Hotel, Dallas, Tex.

Dear Sir:

Referring to our conversation concerning the exhibition of Texas cattle at the St. Louis Exposition, I would say that the matter is not[25] within the jurisdiction of this Department, but I should of course be willing to make any representations regarding the exhibition which appeared to me to[50] be desirable. If an arrangement could be made by which the cattle from below the quarantine line could be kept entirely separate from those coming[75] from above that line, and be shown in different show rings, I should recommend that the southern cattle be allowed to go for exhibition under[100] such conditions. I think, however, it would be taking too much risk to allow northern and southern animals to go to the same grounds or[125] be exhibited in the same show ring. The Department would do anything possible in the way of inspection to facilitate the exhibition or to lessen[150] the danger.

Very respectfully, (154)

420

Dear Sir:

In response to your inquiry in regard to the action taken under the clause of the fortifications act of March 1, 1901,[25] regarding the Isham high-explosive shell and the high-explosive "thorite," I have to say that after the passage of the act which[50] provided for the purchase of those inventions by the Secretary of War "in his discretion and if in his judgment it will be for the[75] best interests of the Government," I asked the advice of both the Ordnance Department and the Board of Ordnance and Fortification to aid me in[100] form-

ing a judgment as to whether the purchase would be for the best interests of the Government.

The Ordnance Department advised against the purchase as[125] to both. The Board of Ordnance and Fortification advised against the purchase of the Isham shell by a vote of 4 to 2, and divided[150] equally — 3 to 3 — upon the purchase of thorite. Under these circumstances, I have not considered myself justified in making the purchase of either.

The[175] Board of Ordnance and Fortification also adopted the following resolution:

"As thorite is the safest and most effective high explosive that has been presented to[200] and tested under the direction of this Board, it is the opinion of this Board that Doctor Tuttle is entitled to a reasonable compensation for[225] his invention; and it is recommended that he be so compensated."

This recommendation was approved by me, with the following annotation: "This is understood to[250] relate, not to any power of the Secretary of War, but to an appeal to powers resting in Congress alone."

I approve the recommendation for[275] compensation to Doctor Tuttle because I think his long and faithful labors, in conjunction with many officers of the United States, in seeking to develop[300] a practical high explosive merited reward and were probably of material use in the development of the art to which they related, and I think[325] that a just exercise of the powers which Congress possesses, but the Secretary of War does not possess, should lead to a grant of reasonable[350] and even liberal compensation to Doctor Tuttle's heirs.

The Board of Ordnance and Fortification, since its action above mentioned, has recommended a further test of[375] the Isham shell, and that recommendation has been approved.

Very respectfully, (386)

Secretary of War.

421

Lease

THIS INDENTURE, Made this tenth day of August, 1906, between Albert Harding, of Hot Springs, Arkansas, party of the first part, and[25] Theodore Manning, of Rochester, New York, party of the second part,

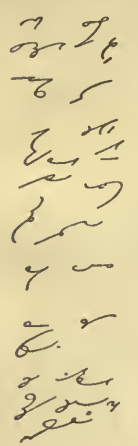
WITNESSETH: That the said party of the first part, in consideration of the covenants[50] and agreements of the said party of the second part, hereinafter set forth, does by these presents lease to the party of the second part[75] the following described property:

Lot four (4), in block two (2), in Harper's Second Addition to the City of Seattle, County of King, and State[100] of Washington, together with all the buildings situated thereon and appurtenances thereto belonging.

To have and to hold the same to the said party of[125] the second part from the first day of May, 1906, to the thirtieth day of April, 1907.

And the[150] said party of the second part, in consideration of the leasing of the premises as above set forth, convenants and agrees with the said party of[175] the first part to pay said party of the first part as rent for the said premises the sum of twelve hundred dollars ($1,200.00),[200] payable in twelve equal monthly installments in advance.

The said party of the second part further covenants with the said party of the first[225] part that at the expiration of the said period of one year mentioned in this lease, peaceable possession of the said premises shall be given[250] to the said party of the first part, in as good condition as they are



now, the usual wear, inevitable accidents, and loss by fire[275] excepted, and that upon the non-payment of the whole or any portion of the said rent at the time when the same is above[300] promised to be paid, the said party of the first part may, at his election, either distrain for said rent due, or declare this lease[325] at an end, and recover possession as if the same was held by forcible detainer; the said party of the second part hereby waiving any[350] notice of such election, or any demand for the possession of said premises.

The covenants herein shall extend to and be binding upon the heirs,[375] executors, and administrators of the parties to this lease.

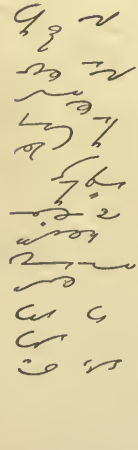
WITNESS the hands and seals of the parties aforesaid, at Seattle, Washington, the day and year[400] first above written. (403 words)

———————(Seal)

———————(Seal)

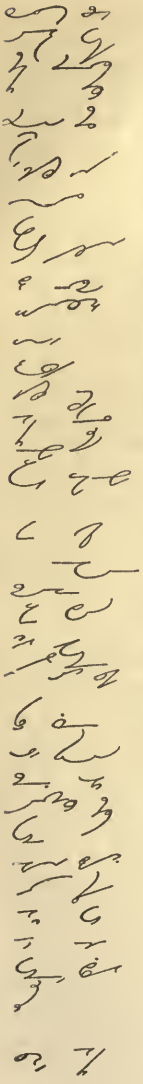
422

Charge to the Jury



Gentlemen of the jury: The court instructs you as follows: The instructions given to you in this case are the instructions of the court and[25] the law of the case which must govern you.

The court instructs the jury that the plaintiff has alleged in his declaration that at the[50] time of the injury in question the deceased, Charles Meegan, was in the exercise of all due care and caution for his own safety. This[75] means, in law, that at the time in question he was in the exercise of such ordinary care for his own safety and protection as[100] a person of ordinary prudence and caution would exercise under like circumstances, and you are instructed that



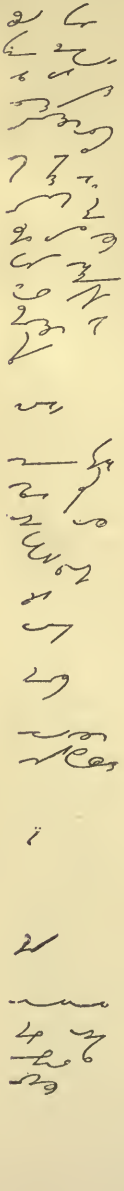
this allegation is essential and must be proved.[125] And if the jury believes from the evidence in the case that the deceased did not exercise such ordinary care for his own safety at[150] the time of the injury in question, and that his failure, if any, to exercise such ordinary care contributed to the injury in question, then[175] you should find the defendant not guilty.

If the jury believe from a preponderance of the evidence that at the time the decedent was injured[200] he was in the exercise of ordinary care and caution for his own safety and that the accident in question occurred through the negligence, however[225] slight, of the defendant, then the jury should find in favor of the plaintiff.

The court instructs the jury that the mere relation of master[250] and servant implied no obligation on the part of the master to take any more care of the servant than the servant was bound to[275] take of himself; and where the dangers or risks of the employment or work are as well known to the servant as to the master[300] and are as open and apparent to the servant as to the master, then if the servant undertakes to perform the duties thereto attached and[325] if he knows during all of the time he is so employed that he is in danger of great bodily harm, he must be regarded[350] as voluntarily assuming all of the risks that may result from the same. And in this case, if the evidence shows that the deceased was[375] injured by reason of such dangers or risks incident to the work that he was doing at the time, your verdict should be "not guilty."[400]

The court instructs you that when a person enters the employment of another he is presumed to know the ordinary hazards and risks incident to[425] the service into which he enters, and such hazards and risks he is held in law to have voluntarily accepted and assumed.

The court instructs[450] the jury that when one



person undertakes to do a work assigned to him by another by whom he is employed, he is bound to[475] use his eyes to see what is open and apparent, and if he neglects to do so and in consequence is injured, no recovery can[500] be had against the employer for such injuries.

The court instructs you that if the deceased at the time in question omitted to do for[525] his own safety anything which an ordinarily careful, prudent, and cautious man under like circumstances would have done, and if in consequence of such omission[550] the deceased was injured, then the plaintiff cannot recover and your verdict should be "not guilty."

You are instructed that ordinary care and prudence is[575] the exercise of that care which every person of common prudence bestows upon his affairs or concerns, and the prudence and vigilance which reason and[600] law require a person to exercise for his own safety must be proportionate to the danger and exercised with reference to the situation and position[625] which such person is about to take or in which such person finds himself.

If you believe from the evidence that the deceased at the[650] time he was injured had full knowledge of the character and condition of the appliances with which he was attempting to move the safe in[675] question, and of the dangers incident to the use of such appliances in their then condition, and if you believe that he was injured in[700] consequence of the danger incident to the use of said appliances in their then condition, of which he had full knowledge, your verdict should be[725] for the defendant.

The jury are instructed that while it is true that the rule of law is that a master must furnish to the[750] employee reasonably safe machinery and appliances with which to work, yet in this case, if you believe from the evidence that the

appliances used by[775] the deceased, Charles Meegan, were in any respect unsafe, and if you further believe from the evidence that said Meegan at or before the time[800] he was using them knew such condition of such appliances, and that notwithstanding such knowledge he continued to use them, then the rule of law[825] above mentioned is not applicable, and you should bear this in mind in considering your verdict.

The court instructs the jury that an employer is[850] under no obligation to warn his employees of danger that is apparent to one of ordinary intelligence or which is ordinarily incident to his employment,[875] and if you find from the evidence that the deceased was injured because of a danger of that kind, then your verdict should be, not[900] guilty.

The court instructs the jury that if the evidence shows that the injury received by the deceased was the result of a pure accident[925] without negligence on the part of the defendant, your verdict should be for the defendant.

If you believe from the evidence that any witness has[950] wilfully and knowingly sworn falsely to any material element in this case, then you have a right to reject the entire testimony of such witness [975] unless it is corroborated by other credible evidence or by facts and circumstances appearing in the case.

The question of the amount of damages is[1000] an entirely distinct and different question from the question of liability, and in determining the question of liability you should not permit the character of[1025] the injury or the amount of damages to influence you in any degree. If there is no liability on the part of the defendant you[1050] will not have occasion to consider at all the character and extent of the injuries.

The court instructs you that the plaintiff is

not entitled[1075] in any event to recover anything whatever for court costs, attorneys' fees or services, nor witness fees or administrator's services, fees or expenses, nor for[1100] the expenses of this suit, nor for funeral expenses, nor for any pecuniary or other losses sustained by the deceased himself. The plaintiff cannot in[1125] any event recover anything whatever for any pain or suffering of the deceased, nor for any mental pain or suffering of the next of kin.[1150] In an action for damages resulting from the death of a husband by negligence the actual pecuniary loss, that is, money or financial loss, of[1175] the next of kin is the sole measure of damages.

The court instructs the jury that this is an action under the statute to recover[1200] damages to the next of kin of the deceased, and the court instructs the jury that under the statute the next of kin can recover,[1225] even when the defendant is guilty, only such damages as are a fair and just compensation for the pecuniary interest, that is, the actual money[1250] loss resulting to the next of kin of said deceased person from such death; and even if you believe from the evidence under the instructions[1275] of the court that the verdict should be for the plaintiff, you can allow to the plaintiff only such damages as will compensate the next[1300] of kin for the pecuniary interest, that is, the financial or money loss if any, shown by the evidence as resulting to the next of[1325] kin from the death of said Charles Meegan.

Two forms of verdict are handed you. If you find for the plaintiff you will say "We,[1350] the jury, find the issues in favor of the plaintiff and assess the plaintiff's damages at the sum of —— dollars"—filling in the amount[1375] on which you agree. If you find in favor of the defendant the form of your verdict will be simply "We, the jury, find the[1400] defendant not guilty." (1403 words)

423

Injunction Writ

State of Illinois, } ss.
Kane County, }

In the Superior Court of Kane County.

MERCANTILE TRANSFER COMPANY.
A Corporation,
vs.
HENRY MORRIS, CHARLES GRANGER, GEORGE GORDON.[25] et al.

INJUNCTION.

To Henry Morris, Charles Granger, George Gordon, Eugene Evans, Barney Maloney, Anton Stone, and Peter Childs, and to your attorneys, solicitors, agents[50] and servants, and to each and every one of them, Greeting:

Whereas, it hath been represented to the Honorable Timothy Walker, one of the judges[75] of the Superior Court of Kane County, in the State aforesaid, on the part of the Mercantile Transfer Company, a corporation, complainant in a certain[100] bill of complaint, exhibited before said Judge, and filed in said court against you, the said Henry Morris, Charles Granger, Eugene Evans, Barney Maloney, Anton[125] Stone and Peter Childs, to be relieved touching the matters and things therein complained of; in which said bill it is stated, among other things,[150] that you are combining and confederating with others to injure the complainant, touching the matters and things set forth in said bill, and that your[175] actions and doings in the premises are contrary to equity and good conscience. And the said Judge, having under his hand endorsed upon

said bill[200] an order that a writ of injunction issue out of said court, according to the prayer of said bill:

We therefore, in consideration thereof, and[225] of the particular matters in said bill set forth, do strictly command you, the said Henry Morris, Charles Granger, Eugene Evans, Barney Maloney, Anton Stone[250] and Peter Childs, and your attorneys, solicitors, agents and servants, and each and every one of you, and each and all person or persons with[275] whom you or any of you have been or are combining or confederating, that you do absolutely desist and refrain from removing, selling, delivering or[300] otherwise interfering with the property described in said bill of complaint, and from doing any act tending to interfere with or injure said complainant or[325] its business, until this honorable court in chancery shall make other order to the contrary. Hereof fail not, under the penalty of what the law[350] directs.

To the Sheriff of said county, to execute and return in due form of law. (366 words)

424

Judgment

Manning Armstrong,
vs.
Bertram Warren.

This cause having been duly brought on for argument upon the demurrer of the defendant to the plaintiff's declaration, and[25] all and singular, the premises being seen, and by the court now here fully understood, and due deliberation being thereupon had, and it appearing to[50] the court that the declaration of the said plaintiff, and the matters therein contained, are sufficient in law

for the plaintiff to have and maintain[75] his aforesaid action thereon against the defendant:

Therefore, it is considered, ordered and adjudged that the plaintiff do recover against the said defendant his debt[100] to the sum of one hundred and twenty-five dollars, together with his costs and charges by him about his suit in this behalf[125] expended to be taxed, and that the said plaintiff have execution therefor. (137 words)

425

Bill to Foreclose Mortgage

State of Pennsylvania, } ss.
Pike County, }

HIRAM HARPER }
vs. } In Chancery.
CHARLES LAKE. }

To the Honorable the Judge of the Circuit Court of Pike County,[25] in the State of Pennsylvania, in Chancery sitting:

Your orator, Hiram Harper, respectfully shows unto your Honor that on or about the fourth day of[50] October, in the year of our Lord one thousand nine hundred and five, Charles Lake became and was indebted to your orator in the sum[75] of one thousand dollars, and being so indebted, in consideration thereof the said Hiram Harper, on the day and year aforesaid, made and executed under[100] his hand a certain note or writing obligatory for the sum of one thousand dollars.

Your orator further shows unto your Honor that the said Charles[125] Lake, on the eighth day of October, in the year of our Lord one thousand nine hundred, and five, to secure the payment of the[150] principal and interest mentioned in said note, made and executed under his hand and seal, and delivered to the said Hiram Harper a mortgage conditioned[175] for the payment of the sum of one thousand dollars and interest mentioned in said

note, according to the conditions of said note, by which[200] said mortgage the said mortgagor mortgaged to the said Hiram Harper, in fee, certain lands and real estate, situated in the County of Pike and[225] State of Pennsylvania, and described in said mortgage as follows, to wit:

The east half of Lot Ten (10), in Block Eight (8), in School[250] Section Addition to the City of Philadelphia:

Which said mortgage was duly acknowledged, and afterwards recorded as a mortgage, in the office of the Recorder[275] of Pike County in said State, on the fifteenth day of October, in the year of our Lord one thousand nine hundred and five, at[300] ten o'clock in the forenoon of said last-mentioned day, in Book 2345 of Mortgages, at page 123,[325] as by said mortgage and the certificate of acknowledgment and recording endorsed thereon, and ready to be produced in court, and to which your orator[350] prays leave to refer, will more fully appear.

And your orator believes and states that the sum of six hundred dollars, with interest from the[375] fourth day of April, in the year of our Lord one thousand nine hundred and six, remains due and unpaid to your orator on said[400] note and mortgage, and that no proceedings at law have been had to recover the debt secured by the said note and mortgage, or any[425] part thereof.

And your orator further states and believes that the said premises described in the said mortgage are meager and scant security for the[450] said sum of six hundred dollars and interest mentioned in said note and said mortgage and now due your orator.

Your orator further shows unto[475] your Honor and states upon information and belief that one Emma Allen has or claims to have some interest in the said mortgaged premises or[500] some part thereof, as purchaser, mortgagee or otherwise,

which interest, if any, has accrued subsequent to the lien of the said mortgage of your orator,[525] and is subject thereto.

Your orator therefore asks the aid of this court in the premises, and that the above named Charles Lake, the defendant[550] in this suit, may appear before the Judge of the Circuit Court, in the court of Chancery, and answer this, your orator's bill, according to[575] the rules and practice of said court, without oath, answer on oath being hereby waived, and that the usual decree may be made for the[600] sale of said mortgaged premises aforesaid, and for the payment of the amount due your orator for principal and interest in the said note and[625] mortgage mentioned, and costs of suit, and that the said Charles Lake and all persons claiming under him subsequent to the commencement of this suit,[650] and all other persons not parties to this suit, who have any liens, by judgment or decree, upon the mortgaged premises subsequent to the said[675] mortgage of your orator, or any liens or claims thereon by or under any such subsequent judgment or decree, either as purchaser, encumbrances or otherwise,[700] may be barred and foreclosed of all equity of redemption in said premises, and that your orator may have such other and further relief as[725] the nature of the case may require and as to this court shall seem agreeable to equity and good conscience.

And may it please your[750] Honor to grant unto your orator the People's writ of summons, issuing out of and under the seal of this honorable court, to be directed[775] to the said Charles Lake and Emma Allen, therein and thereby commanding them and each of them, on a certain day and under a certain[800] penalty, to be therein inserted, that they personally be and appear before the Judge of said court at the court room of said court in[825] said County of Pike, then and there to answer all and singular the premises, and to

stand to and abide by and perform such order[850] and decree therein as shall seem agreeable to equity and good conscience.

And your orator will ever pray, etc.

State of Pennsylvania, } ss.[875]
Pike County, }

On this sixth day of February, A. D. one thousand nine hundred and seven, personally appeared before me Hiram Harper, who, being duly sworn, saith[900] that he is the complainant named in the foregoing bill of complaint; that he has read the foregoing bill of complaint and knows the contents[925] thereof, and that the same is true of his own knowledge, except as to the matters and things therein stated upon information and belief, and[950] as to those matters he believes it to be true.

Subscribed and sworn to before me this sixth day of February, A. D. 1907.

Notary Public. (979 words)

426

Answer

State of Illinois, County of Cook, ss.

In the Circuit Court of Cook County,
May Term, 1902.

Frank A. Jones, Plaintiff,
vs.
William[25] W. Atkinson, Defendant } Assumpsit.

And the defendant, by Coolidge and White, his attorneys, comes and defends the wrong and in-

jury done, etc., and says that[50] the plaintiff ought not, as in the first count of his said amended declaration set forth, to have his aforesaid action against him, the defendant,[75] because he says that the said supposed cause of action set forth in said first count of his said amended declaration did not, nor did any[100] or either of them accrue to the plaintiff at any time within five years next before the commencement of the suit in manner and[125] form as the plaintiff has above in said first count complained against him, the defendant, and this the defendant is ready to verify: wherefore, he[150] prays judgment if the plaintiff ought to have his aforesaid action against him, etc.

And as to the second count in the plaintiff's said amended[175] declaration, the defendant says that the plaintiff ought not to have his aforesaid action against him, the defendant, as set forth in said second count, because[200] he says that each and every one of the several supposed promises in the said second count mentioned was an agreement which was not[225] to be performed within the space of one year from the time of the making thereof, to wit, the first day of August, in the[250] year 1892, and was not, nor is, nor was nor is any memorandum of note thereof, in writing, signed by the defendant, or by[275] any other person thereunto by him lawfully authorized, according to the form of the statute, etc. And this the defendant is ready to verify; wherefore he[300] prays judgment if the plaintiff ought to have his aforesaid action against him, etc.

.....

Attorneys for Defendant.

By (319 words)

Declaration or Complaint

427

State of New York, } ss
County of Erie, }

In the Superior Court of Erie County.

THOMAS PETERS, a Minor, by Henry Peters, his next friend,[25]
vs.
WESTERN MACHINERY COMPANY, a Corporation.

Gen. No. 512
Declaration.

Thomas Peters, a minor, by Henry Peters, his next friend, by Ambrose[50] C. Hoover, his attorney, complains of the Western Machinery Company, a corporation, of a plea of trespass on the case:—

For that whereas, on to[75] wit, the eighteenth day of November, A. D. 1905, the defendant was a corporation doing business in the State of New York,[100] and was then and there operating a certain factory in the city of Buffalo, County and State aforesaid, and in its said factory was then[125] and there operating a certain machine called a planing machine; and plaintiff, who was then and there a minor of to wit, eighteen years of[150] age, was then and there in the employ of said defendant as a common laborer; and plaintiff alleges that he was then and there entirely[175] ignorant of the safe operation of said machine, and utterly failed to appreciate the dangers incident to the operation of said machine, of which such[200] ignorance and lack of appreciation of such dangers the defendant then and there knew or by the exercise of ordinary care could have known. Plaintiff[225] alleges that the operation of said machine was attended with great danger of bodily injury. Plaintiff further alleges that it then and there became and[250] was the duty of the defendant not to order or require the plaintiff to leave his said work of common laborer and undertake the operation[275] of said machine without first instructing plaintiff in the

safe operation of said machine and apprizing plaintiff of the dangers incident to the operation of[300] said machine. Yet the plaintiff alleges that the defendant, on the day aforesaid and by and through its servant, foreman or boss, then and there,[325] negligently and carelessly ordered and commanded the plaintiff to operate said machine without first having instructed plaintiff in the safe operation of said machine, and[350] also without first having apprized plaintiff of the dangers incident to the operation of said machine; by reason whereof plaintiff alleges that he then and[375] there, while in the exercise of all due care and caution for his own safety, had one of the fingers of his right hand crushed[400] and mangled, and by reason thereof the plaintiff also became and was sick, sore, lame and disordered, and so remained for a long space of[425] time, to wit, hitherto, and by reason thereof plaintiff has been compelled to lay out, and has laid out and became liable for, divers large[450] sums of money in and about endeavoring to be cured of his said wounds and sickness, and by reason thereof plaintiff has been deprived of,[475] and will in the future be deprived of, divers large gains and profits which he otherwise would have acquired from his labor.

Wherefore the plaintiff[500] says he has sustained damages in the sum of two thousand dollars, and therefore he brings his suit, etc.

Attorney for Plaintiff.
(522 words)

428

Extract from a Speech

by

HONORABLE CHAUNCEY M. DEPEW,

of New York,

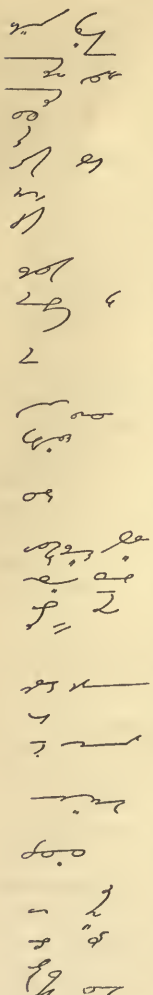
In the Senate of the United States,

On "Trade Relations with Cuba."

Now, we come down to Monroe's own action, and when we examine the history of his Administration we find that the real crux of[25] the Monroe doctrine was Cuba. Great Britain at that time in her struggle with the Holy Alliance had the same fear. Canning and Monroe,[50] when they formulated the Monroe doctrine, did so for the purpose, among others, of preventing Napoleon from getting possession of Cuba, with the power and[75] the dominance which it would give him over our Atlantic coast and the Gulf of Mexico and over the British islands in the Caribbean Sea.[100]

President Polk did his best by negotiation to purchase the island. The main policy of Pierce's Administration was to buy Cuba, and he made a[125] plump offer to Spain of a hundred million dollars for its transfer. A hundred millions then, compared with our resources now and the value of[150] money, would be at present at least a thousand million dollars.

Still later James Buchanan was minister to England; Mason, of Virginia, minister to France;[175] Soule, of Louisiana, minister to Spain. Sugar was then as now the great product of Cuba and also of Louisiana. And yet when these three[200] ministers of the United States met on the call of

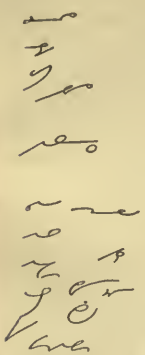


Buchanan, at Ostend, in Belgium, Soule wrote the manifesto that it was the manifest duty[225] of the United States to acquire Cuba by purchase, and if Spain would not agree to the purchase to take her by force. That was[250] the view of the Louisiana statesman of 1854. There would have been no tariff had he succeeded, but free trade between Cuba and[275] the United States, because she would have come in as a State.

Now, the feeling in the United States was so strong at that time,[300] as it had been since the formation of the Government, in relation to Cuba and the possible peril to us of her possession by a[325] foreign power, that that manifesto for which Mr. Buchanan got the credit carried him through the Democratic convention with unanimity and made him President of[350] the United States. Buchanan was no sooner firmly seated than he began to negotiate for the purchase or annexation of Cuba in some form, and[375] he also asserted that the United States ought to take possession of the Isthmus of Darien, because California was then looming into importance, by our[400] armies and navies to prevent any interference with transit across that isthmus.

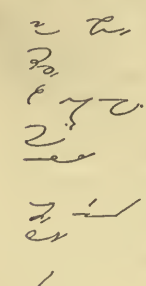
Really the utterances and the actions of statesmen living within the recollection of[425] most of the Senators here are interesting comments upon the present fright, real or imaginary, in the Democratic and the Mugwump mind as to the[450] action of our Administration in the present crisis in Panama.

Of course when the Civil War came on there was necessarily a cessation of our[475] activities in regard to Cuba. But since the Civil War there has been no month in any year when there has not been an agitation[500] among the American people because of intolerable conditions on the island, and when there has not been an intense feeling

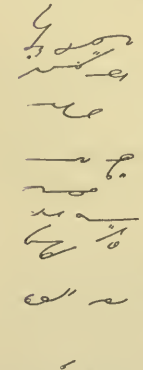


throughout our country of sympathy[525] with the Cuban people, of the necessity of driving Spain out, and that we ought to have our hand in some form upon her affairs[650] and destiny.

The relations between Cuba and the United States on the sea have been dramatic. As I have already said, from her ports by[575] sea she has interfered with our commerce, our trade, and our peace. By sea she has been the pest hole where tropical diseases, becoming epidemic,[600] have been borne across and ravaged our southern country. But by sea have happened three remarkable picturesque and historic events.



In 1854 a Spanish[625] gunboat stopped the Black Warrior in the Caribbean Sea, captured her, took her to Havana, and there she was confiscated. A demand was made for[650] her release or that Spain should give up Cuba; and except for the troubles growing out of the then impending conflict upon the slavery question[675] the military and the naval forces of the United States would have seized Cuba after Spain refused the offer of $100,000,000. I[700] will state in passing that Buchanan raised that offer to $120,000,000.



In 1873 the Virginius was captured.[725] She was carried into Santiago. A drumhead court-martial condemned to death her officers and crew. Fifty-three of them were shot in the market[750] place. There was no American ship there, but happily there was a British man-of-war, the Niobe; and the British commander gave notice to[775] the Spanish authorities that if another Englishman or another American were shot he would bombard and destroy the town. Then the Spanish authorities surrendered the[800] remaining 93, and they were brought back to the United States.

General Grant telegraphed a message to our minister at Madrid to demand from the[825] Spanish Government within ten days a salute of the flag

and ample apology and remuneration for the victims of the outrage, or ask for his[850] passports, which meant war. It so happened that at the time that eloquent dreamer, that most beautiful architect in language and in ideas, but infant[875] in practical affairs, Castellar, had so appealed to the Spanish imagination that he had overthrown the monarchy of a thousand years and inaugurated a republic[900] in Spain. Our administration and our people were very sensitive, in the delicate and perilous position of that republic, with the monarchies of Europe all[925] around seeking to destroy it and helping the Bourbons, about interfering with its existence, and so our country forgave Spain for a poor pittance of[950] $80,000 to the victims of the Virginius and an apology.

Once more there came a tragedy upon the ocean. The battleship Maine[975] was in the Harbor of Havana. She was blown up there under conditions which sent a thrill of horror through the United States and all[1000] around the civilized world. Then it was that the feelings of the people of the United States, pent up for one hundred and twenty-five[1025] years, could no longer be restrained. The sentiment of the country swept Congress and the peaceful McKinley into a declaration of war. (1047 words.)

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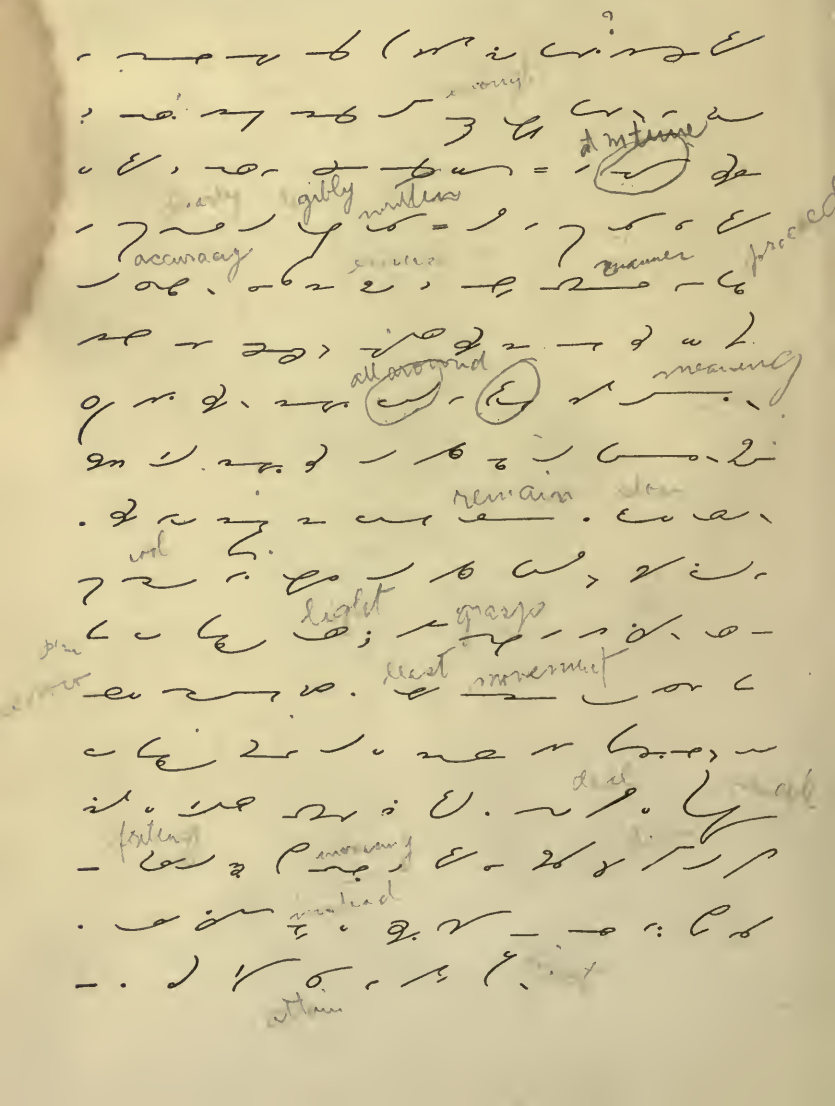

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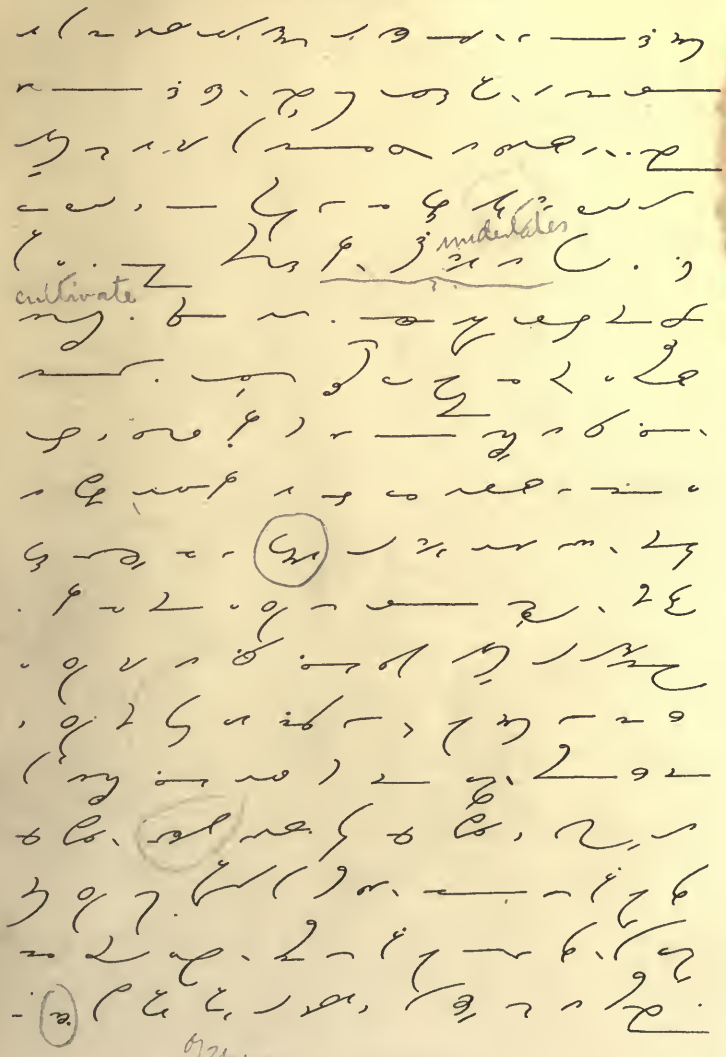

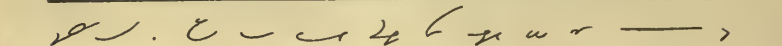

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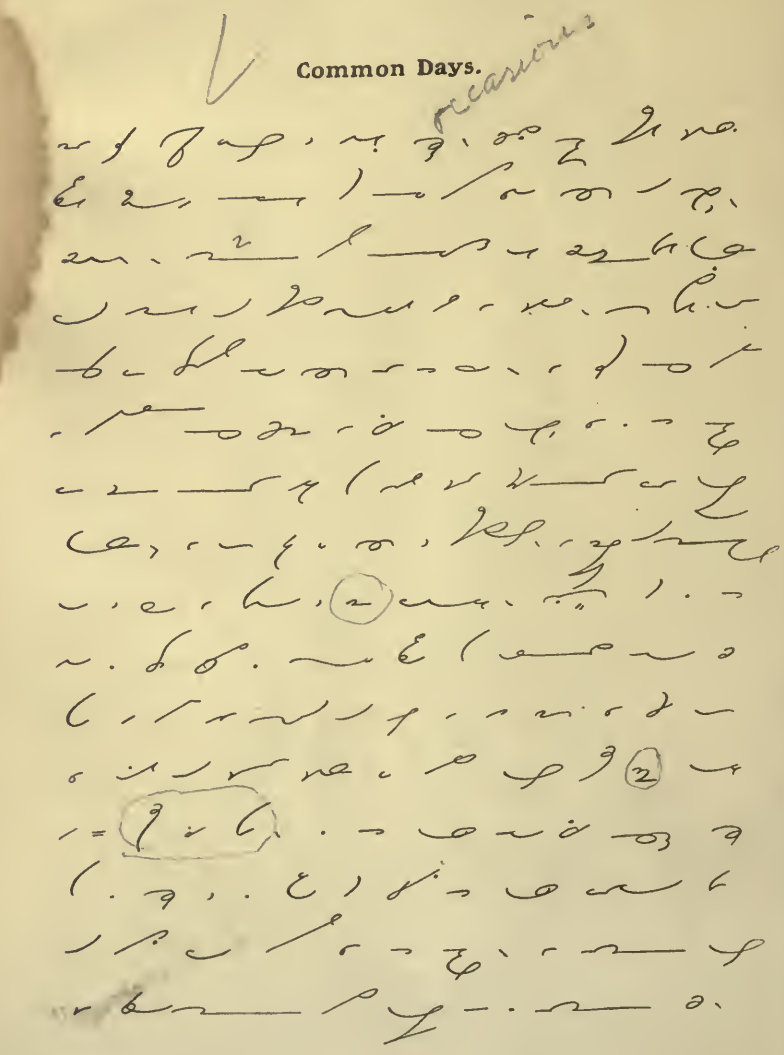

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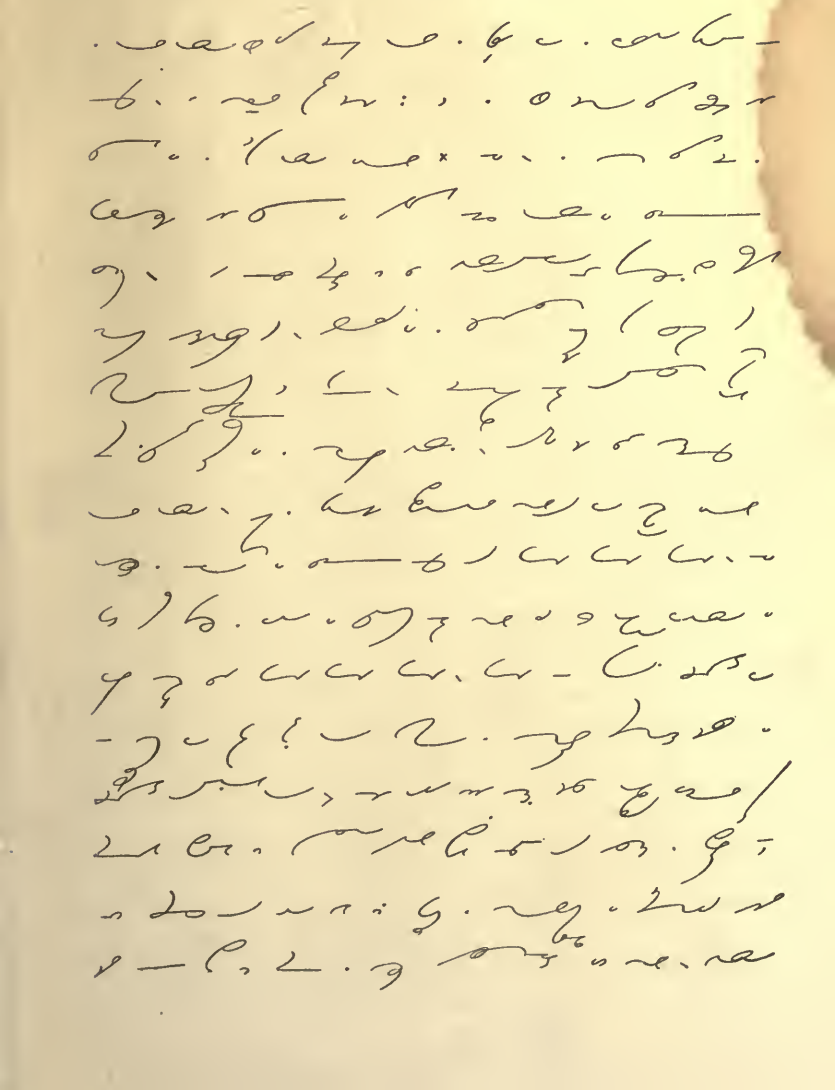

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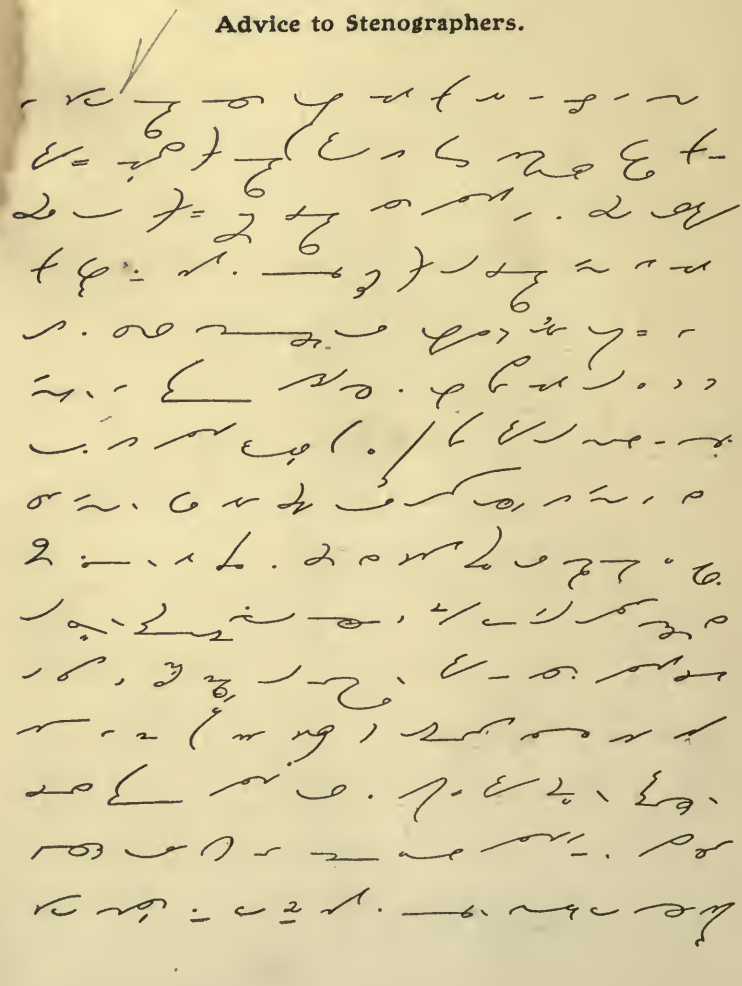

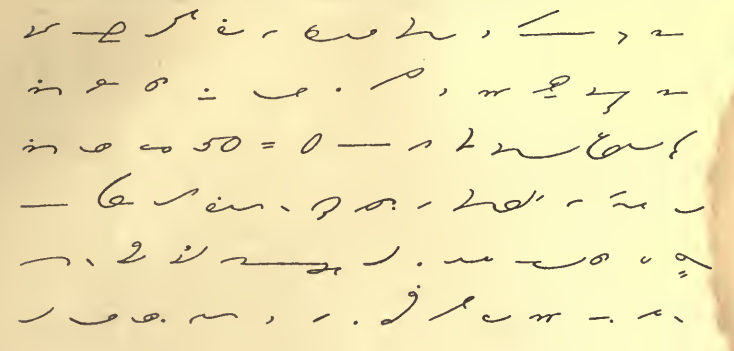

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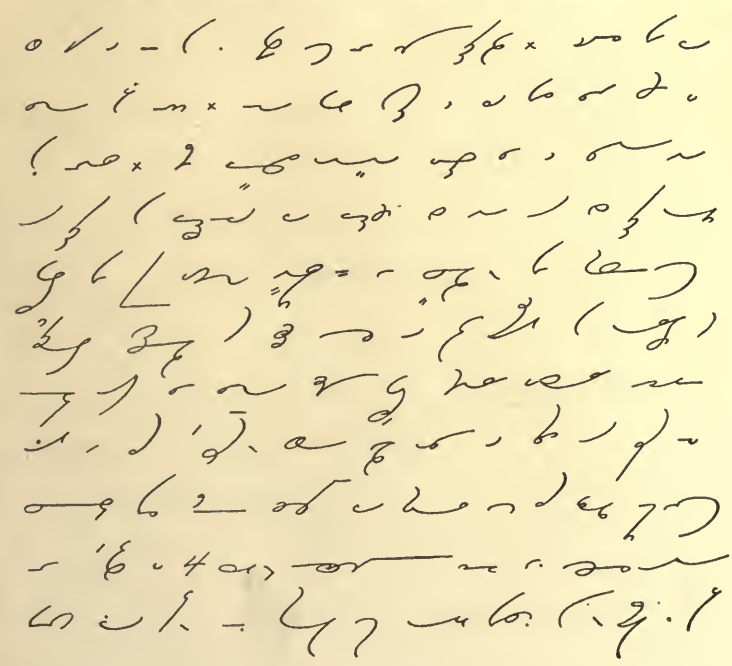

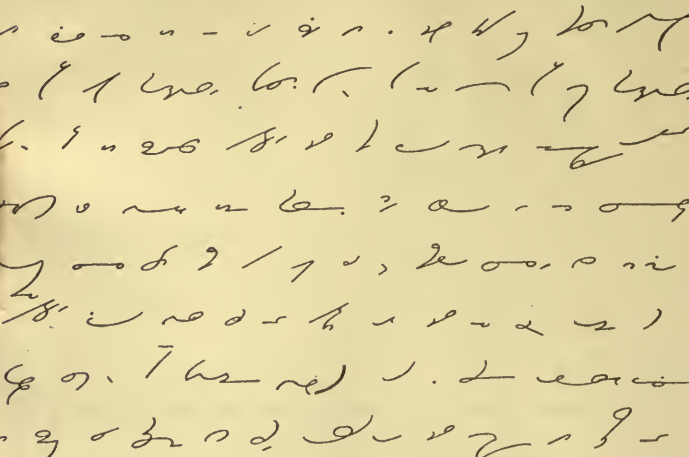

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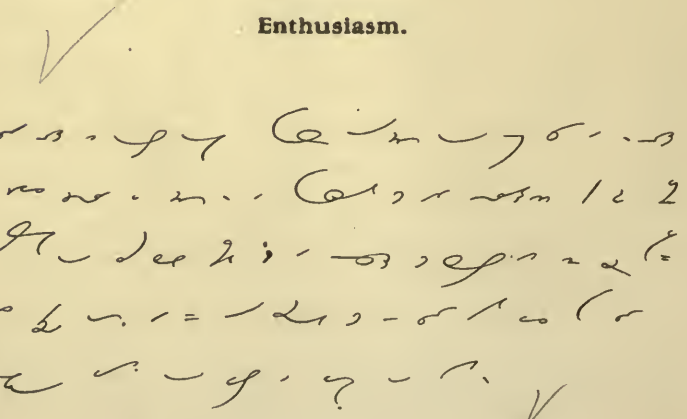

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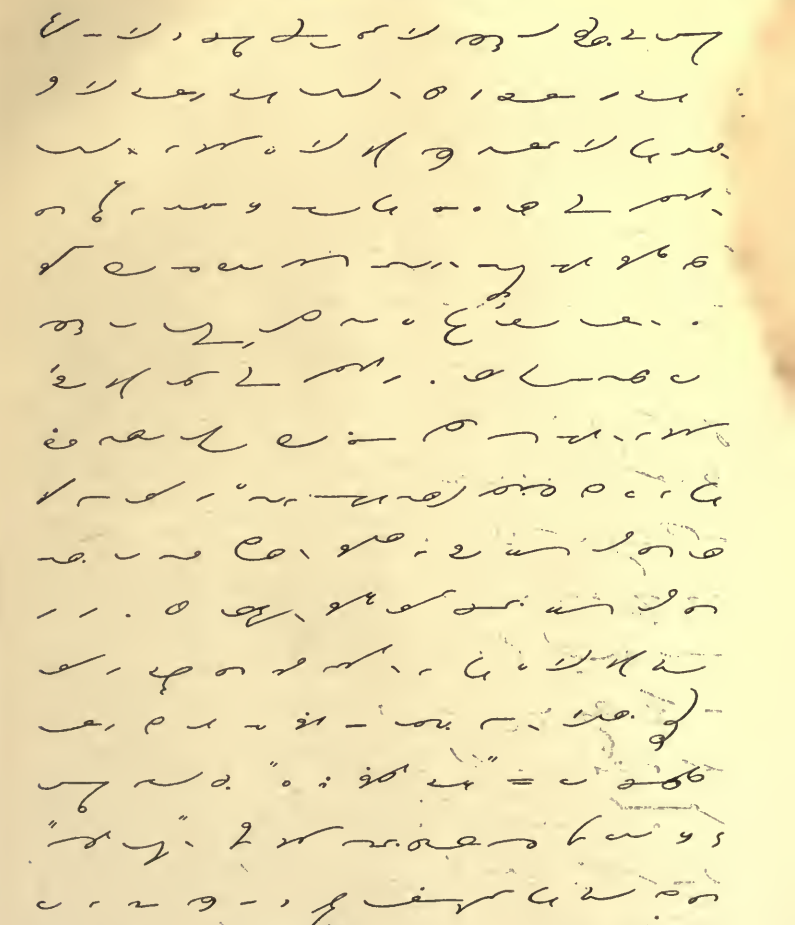

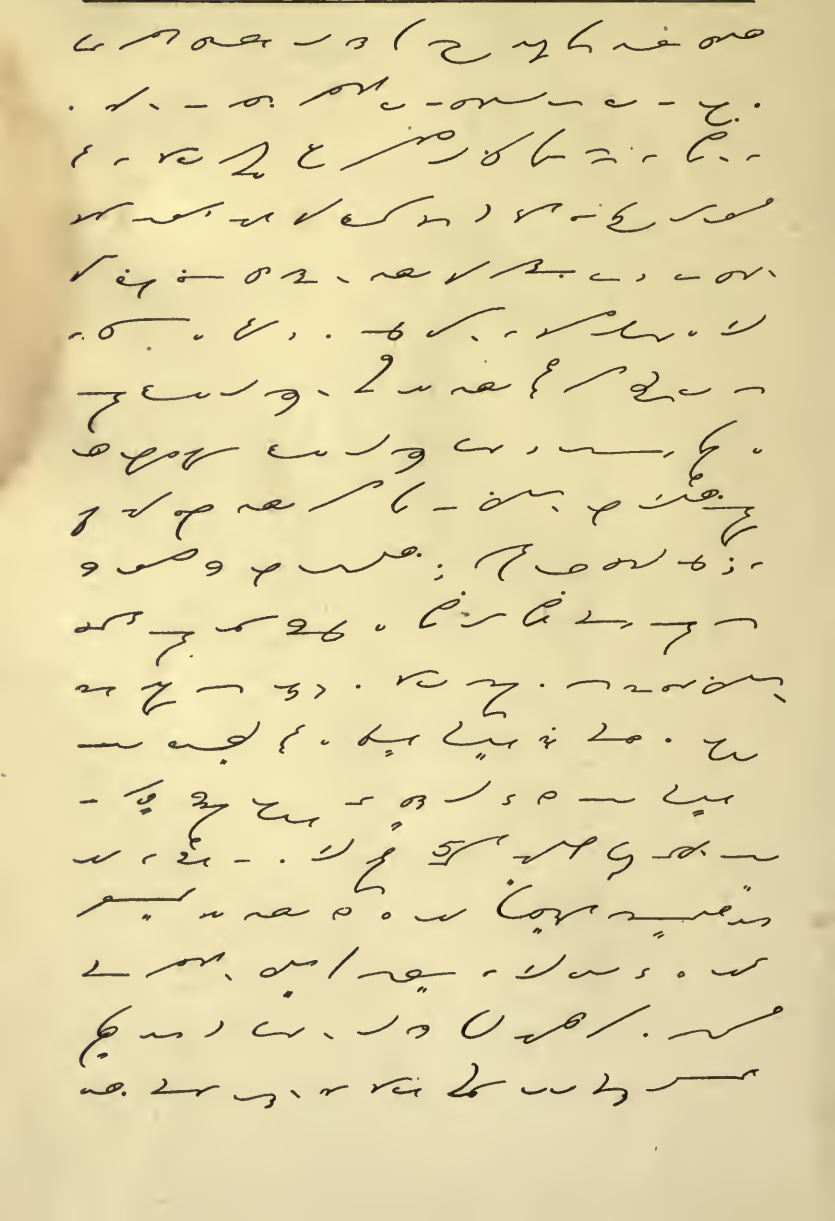

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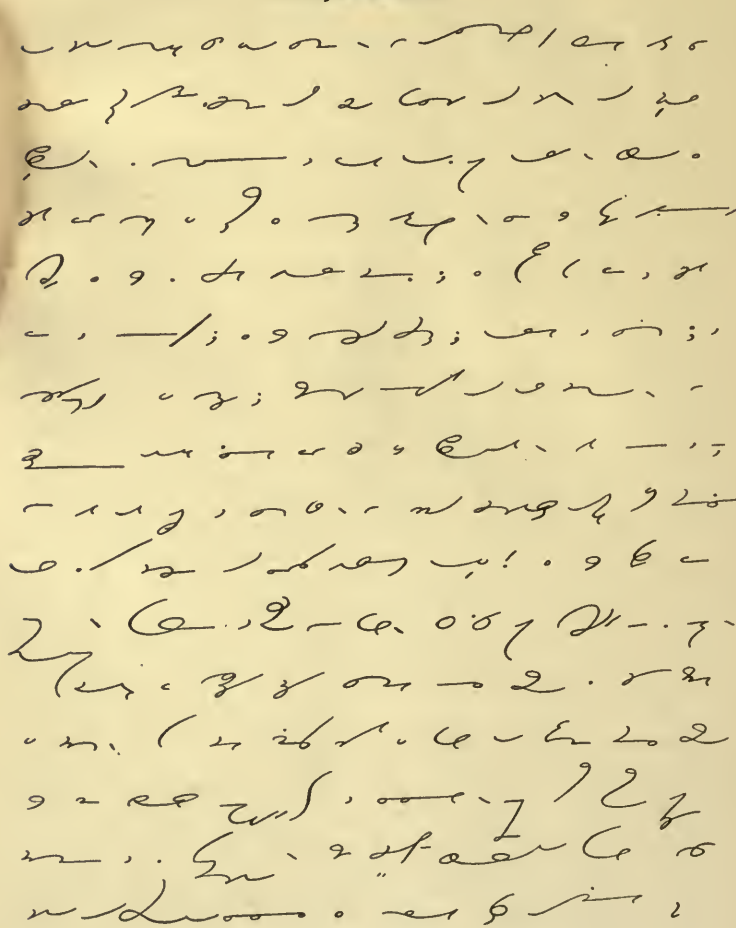

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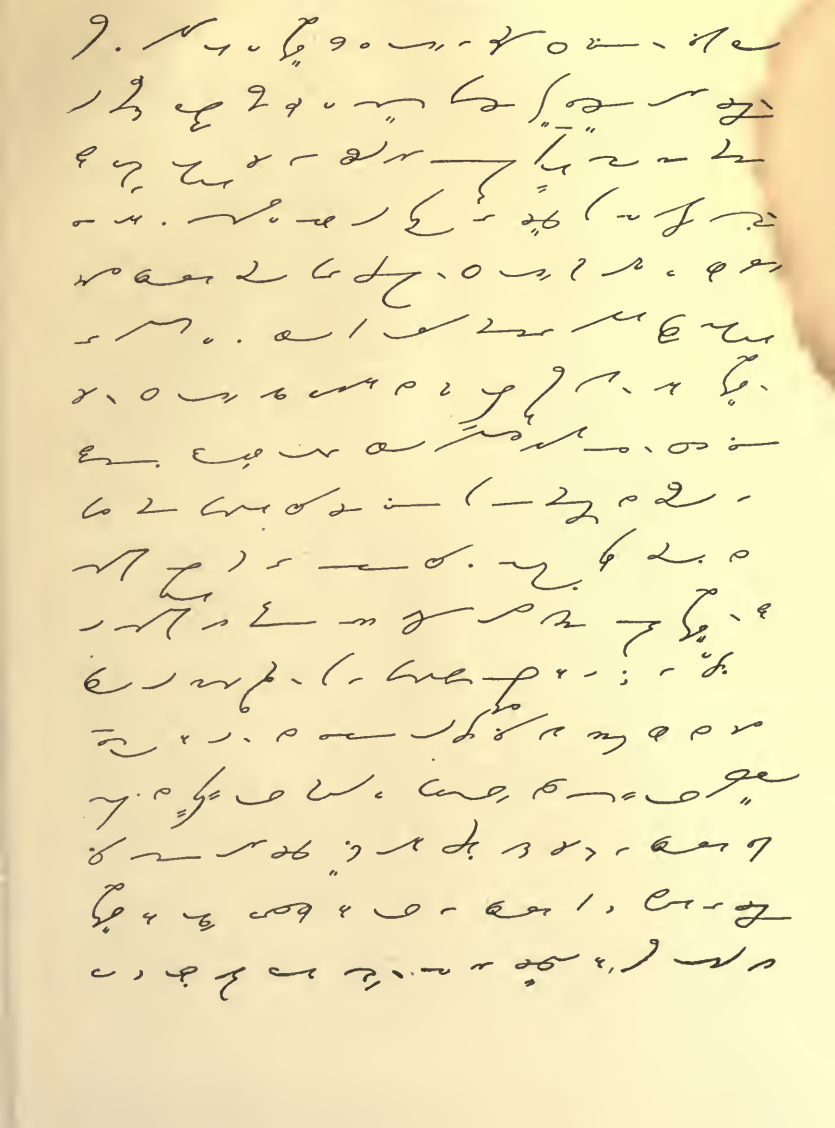

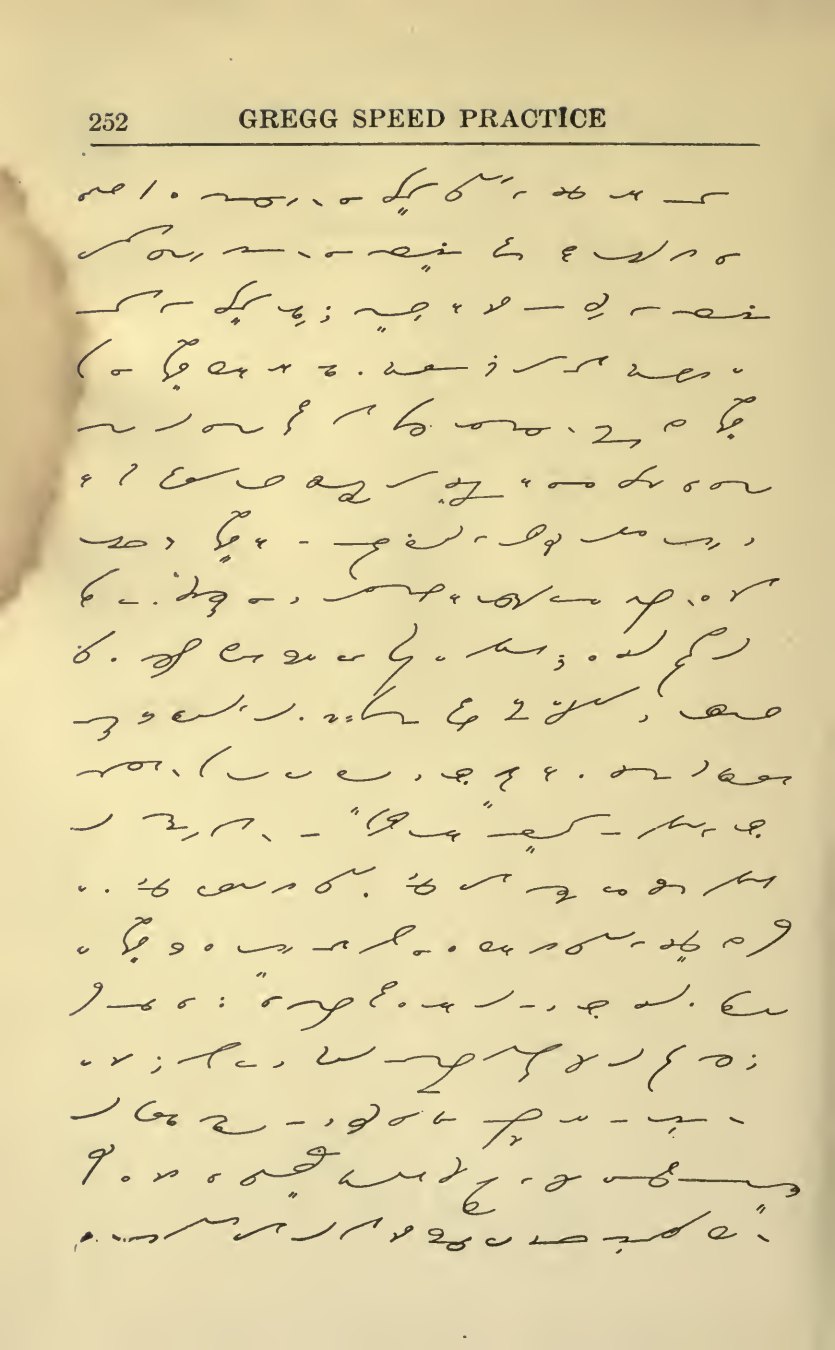

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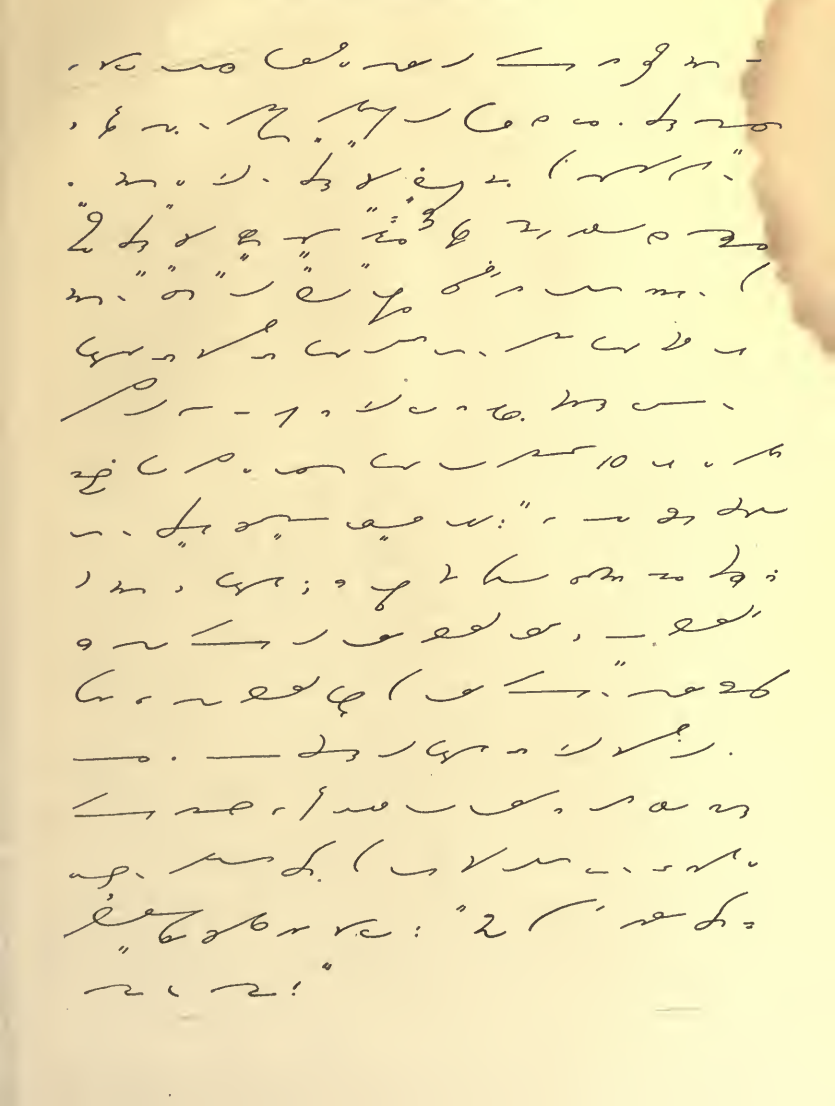

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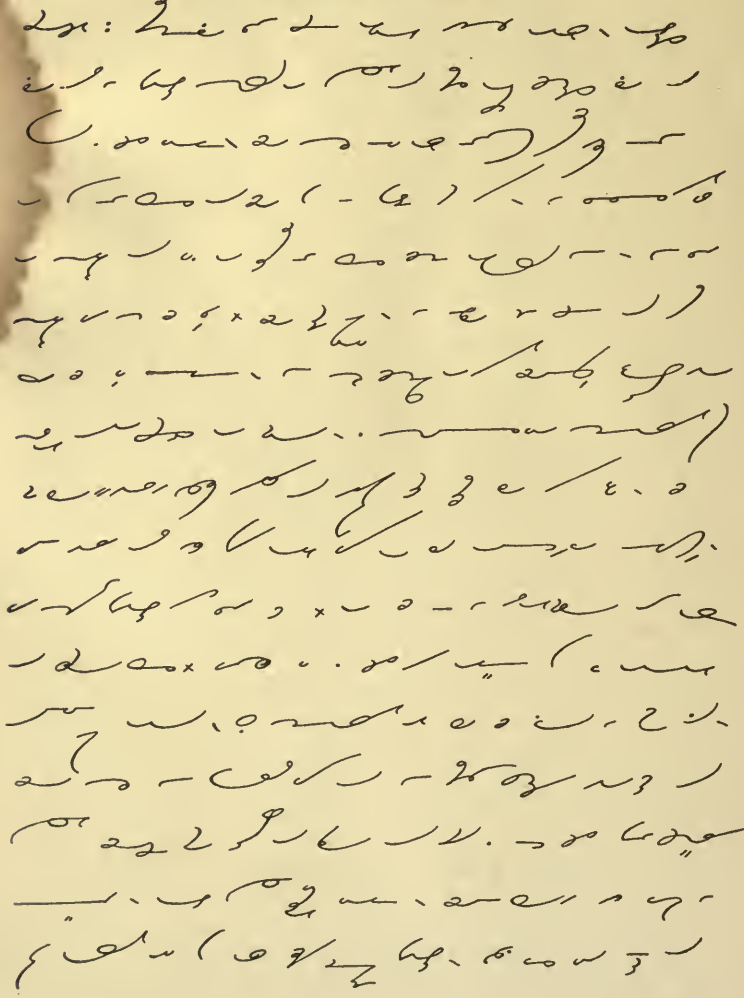

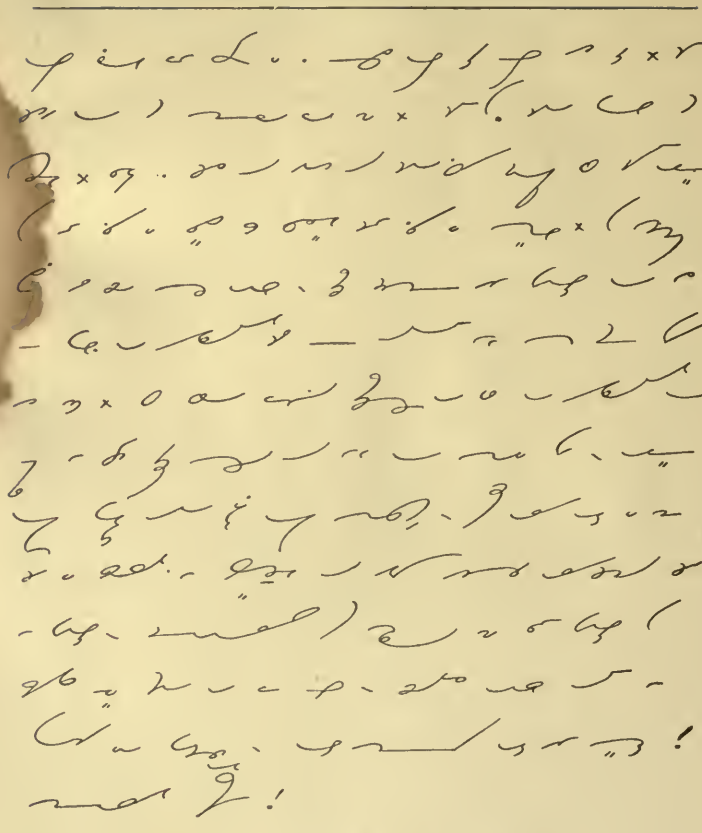

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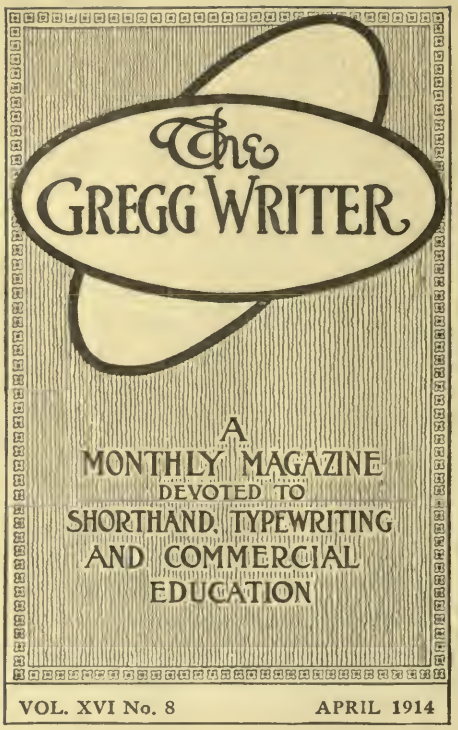

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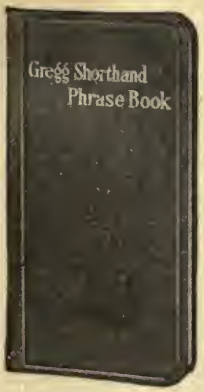

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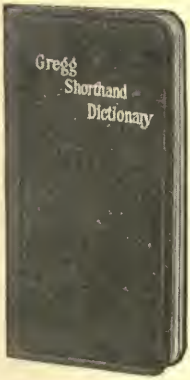

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